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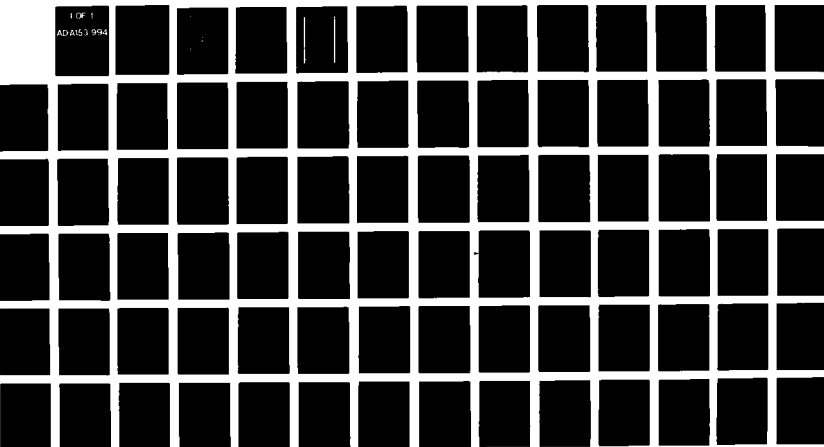
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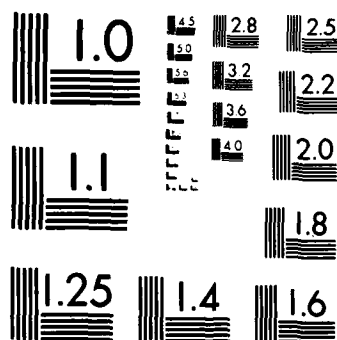


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MICROCOPY RESOLUTION TEST CHART  
NATIONAL BUREAU OF STANDARDS 1963-A

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# **PRIME CONTRACT AWARDS**



**FISCAL YEAR 1978**  
**OFFICE OF THE SECRETARY OF DEFENSE**

# **MILITARY PRIME CONTRACT AWARDS**

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**FISCAL YEAR 1978**

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**ISSUED SEMI-ANNUALLY BY  
DEPARTMENT OF DEFENSE  
WASHINGTON HEADQUARTERS SERVICES  
DIRECTORATE FOR INFORMATION OPERATIONS  
AND REPORTS**

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# AWARDS BY TYPE OF CONTRACTOR

Military Procurement by Type of Contractor. Total military procurement of \$65,185 million during fiscal year 1978 was an increase of \$9,613 million (17.3%) from the \$55,572 million during fiscal year 1977. Contract awards to U.S. business firms increased by \$7,020 million, awards for work outside the U.S. by \$1,191 million, awards to educational and non-profit institutions by \$144 million, and awards to or through other Government agencies by \$1,259 million.

Trends in Military Procurement. Fiscal year 1967 procurement, which reached a total of \$44.6 billion, established a new high since the peak Korean War year of fiscal year 1952 when military procurement totaled \$43.6 billion. Following Korea, the post-war cutbacks and adjustments reduced net procurement to \$13.3 billion in fiscal year 1954, after which there was a steady increase in annual procurement to \$25.3 billion in fiscal year 1959. Declining to \$23.7 billion in fiscal year 1960, procurement again increased in each of the next three fiscal years reaching \$29.4 billion in fiscal year 1963. Following declines to \$28.8 billion in fiscal year 1964 and to \$28.0 billion in fiscal year 1965, the increase in military activity in Southeast Asia brought about a sharp increase in procurement which reached \$38.2 billion in fiscal year 1966 and a high of \$44.6 billion in fiscal year 1967. Following declines in the next four years to \$34.5 billion in fiscal year 1971, procurement increased in fiscal year 1972 to \$38.3 billion, declined to \$36.9 billion during fiscal year 1973, increased to \$40.1 billion during fiscal year 1974, to \$45.8 billion during fiscal year 1975, to \$46.9 billion during fiscal year 1976, to \$55.6 billion during fiscal year 1977, and to \$65.2 billion during fiscal year 1978. The long-term trend in military procurement to business firms is shown in Table 3 and Chart II.

Small Business Performance. Small business firms received \$10,101 million during fiscal year 1978, an increase of \$1,188 million from the fiscal year 1977 total of \$8,913 million.

Small business firms received 19.2 percent of the value of military prime contracts awarded to all United States business firms during fiscal year 1978 compared with 19.6 percent in fiscal year 1977.

As shown in Chart I, 5,913,863 contract actions or 66.3 percent of the total 8,916,604 actions placed with business firms were awarded to small business firms.

Civil Functions Excluded. It should be noted that prime contracts for civil functions are not included in any of the tables in this pamphlet. If data for civil functions under the management of the Army Corps of Engineers (flood control, rivers, and harbors work) were included with those for military functions, the combined results for fiscal year 1978 would be as follows:

(Amounts in Millions)

	<u>All Business Concerns</u>	<u>Small Business Concerns</u>	
	<u>Amount</u>	<u>Amount</u>	<u>% of Total</u>
All Prime Contracts	\$54,359	\$10,734	19.7
Military Functions	52,615	10,101	19.2
Civil Functions	1,744	633	36.3

Foreign Military Sales Contracts. Intragovernmental orders for fiscal year 1978 include \$5,805 million in foreign military sales contracts (reimbursable sales to foreign governments) as follows: Army, \$1,938 million; Navy, \$1,186 million; Air Force, \$2,650 million, and Defense Logistics Agency, \$31 million.



Table 1  
AWARDS BY TYPE OF CONTRACTOR A/

(AMOUNTS IN THOUSANDS)

Type of Contractor	FISCAL YEAR 1977					FISCAL YEAR 1978				
	TOTAL	ARMY	NAVY	AIR FORCE	DLA	TOTAL	ARMY	NAVY	AIR FORCE	DLA
TOTAL	\$55,571,616	\$12,015,141	\$17,584,270	\$17,955,013	\$6,779,195	\$65,184,950	\$14,022,522	\$21,802,365	\$19,913,487	\$8,197,574
ACTIONS OF \$10,000 OR LESS	5,106,694	1,443,000	1,257,017	1,594,655	834,700	5,602,986	1,575,505	1,317,206	1,750,633	902,497
ACTIONS OVER \$10,000	50,384,917	10,572,053	16,326,453	16,360,358	5,944,497	59,581,964	12,447,017	20,485,079	18,163,054	7,295,077
INTRAGOVERNMENTAL	6,238,151	1,552,790	1,800,294	2,604,376	169,816	7,467,021	2,344,795	1,796,636	3,057,308	170,777
ACTIONS OF \$10,000 OR LESS	584,040	100,641	198,058	142,984	30,269	636,005	203,795	204,867	156,868	46,172
ACTIONS OVER \$10,000	5,654,111	1,452,149	1,602,236	2,461,392	139,547	6,831,016	2,141,000	1,591,739	2,900,520	124,605
FOR WORK OUTSIDE U. S.	2,819,895	767,879	253,946	752,184	1,027,879	4,010,760	854,274	309,187	973,660	1,843,059
ACTIONS OF \$10,000 OR LESS	234,130	95,212	55,167	66,878	15,386	262,563	104,514	57,587	79,528	28,876
ACTIONS OVER \$10,000	2,585,765	672,667	198,779	685,306	1,012,493	3,748,197	749,760	251,600	894,132	1,814,183
EDUCATIONAL & NONPROFIT INSTITUTIONS	948,300	125,887	319,591	434,490	3,358	1,092,242	137,491	398,184	479,682	6,787
ACTIONS OF \$10,000 OR LESS	36,980	21,198	2,530	11,176	355	42,994	20,711	2,865	16,819	527
ACTIONS OVER \$10,000	911,320	104,689	317,061	423,314	3,003	1,049,248	116,780	395,319	462,863	6,260
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	45,595,210	9,568,565	15,210,439	14,163,963	5,578,142	52,614,827	10,685,962	19,298,388	15,402,757	6,176,951
ACTIONS OF \$10,000 OR LESS	4,327,549	1,137,837	1,002,062	1,373,617	780,778	4,663,424	1,246,485	1,051,967	1,497,218	834,922
ACTIONS OVER \$10,000	41,267,661	8,431,728	14,208,377	12,790,346	4,797,364	47,951,403	9,439,477	18,246,421	13,905,539	5,342,029
SMALL BUSINESS FIRMS	8,913,487	2,329,868	2,356,442	1,688,758	2,406,547	10,181,318	2,743,548	2,634,500	1,902,724	2,708,258
ACTIONS OF \$10,000 OR LESS	2,101,461	545,877	505,378	576,851	453,813	2,268,476	603,151	548,539	616,943	487,551
ACTIONS OVER \$10,000	6,812,026	1,783,991	1,851,064	1,112,787	1,952,734	7,912,842	2,140,397	2,085,961	1,285,781	2,220,707
OTHER BUSINESS FIRMS	36,681,723	7,238,717	12,853,997	12,475,205	3,171,595	42,513,517	7,982,414	16,663,888	13,500,033	3,478,693
ACTIONS OF \$10,000 OR LESS	2,226,088	591,160	496,684	797,566	327,765	2,394,948	643,334	511,428	888,275	347,371
ACTIONS OVER \$10,000	34,455,635	6,647,557	12,357,313	11,677,639	2,843,830	40,118,569	7,339,080	16,152,460	12,611,758	3,131,322
SMALL BUSINESS PERCENT OF BUSINESS FIRMS	19.6	24.4	15.5	11.9	43.1	19.2	25.3	13.7	12.4	43.8
ACTIONS OF \$10,000 OR LESS	48.6	48.3	50.4	41.9	58.8	48.6	48.4	51.4	41.2	58.4
ACTIONS OVER \$10,000	16.5	21.2	13.0	8.7	40.7	16.3	22.3	11.5	9.3	41.5

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.

B/ INCLUDES OTHER DEFENSE AGENCIES.

TABLE 2

## AWARD BY TYPE OF CONTRACTOR (BY QUARTER) A

(AMOUNTS IN THOUSANDS)

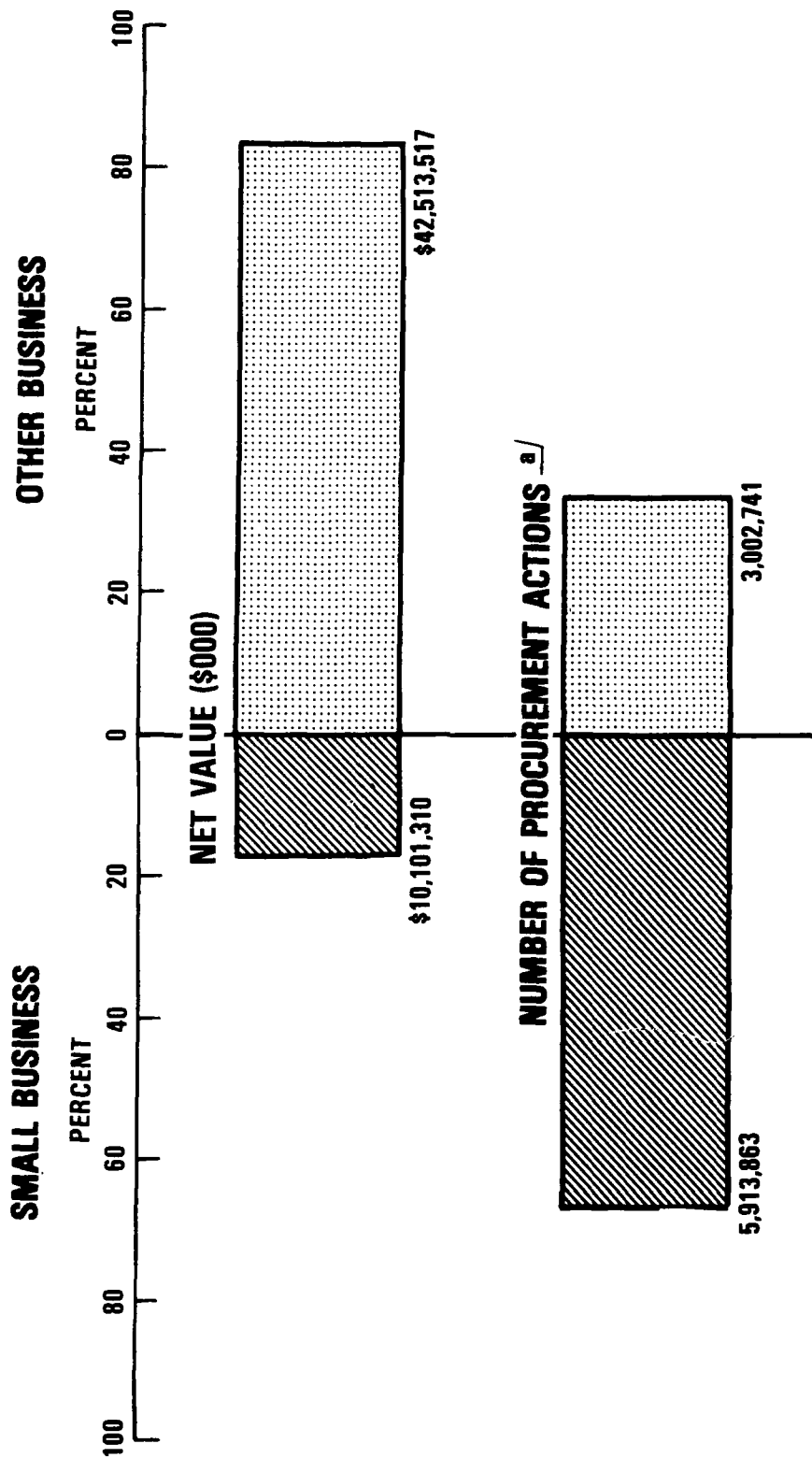
TYPE OF CONTRACTOR	FISCAL YEAR 1977					FISCAL YEAR 1978				
	TOTAL B/	ARMY	NAVY	AIR FORCE	DLA	TOTAL B/	ARMY	NAVY	AIR FORCE	DLA
<b>TOTAL</b>	\$55,571,610	\$12,015,141	\$17,586,270	\$17,955,013	\$6,779,199	\$65,184,853	\$14,022,522	\$21,602,365	\$19,913,067	\$8,197,574
<b>INTRAGOVERNMENTAL</b>										
1ST QTR, OCT-DEC	16,249,066	3,325,125	4,410,060	5,290,649	2,934,021	18,722,926	3,747,264	5,214,632	5,922,065	3,498,541
2ND QTR, JAN-MAR	11,996,605	2,072,630	4,136,463	4,032,165	1,455,225	13,790,540	2,938,321	4,999,335	4,255,758	1,329,033
3RD QTR, APR-JUN	11,532,051	2,621,382	3,332,619	4,264,053	345,065	16,669,019	2,744,167	5,922,903	5,610,763	1,573,654
4TH QTR, JUL-SEP	15,793,694	3,996,744	5,645,120	4,368,146	1,404,083	16,601,565	4,592,770	5,672,675	4,124,901	1,796,346
<b>FOR WORK OUTSIDE U. S.</b>										
1ST QTR, OCT-DEC	6,208,151	1,552,739	1,803,294	2,604,376	169,816	7,467,021	2,344,795	1,796,636	3,057,380	178,777
2ND QTR, JAN-MAR	1,665,117	338,222	731,376	515,046	46,580	1,551,032	555,411	423,930	593,927	43,980
3RD QTR, APR-JUN	1,191,232	170,612	420,672	532,920	47,482	1,385,306	644,171	254,439	418,619	46,135
4TH QTR, JUL-SEP	1,496,691	579,915	254,021	620,751	35,182	2,600,164	357,936	727,026	1,510,231	40,867
<b>EDUCATIONAL &amp; NON-PROFIT INSTITUTIONS</b>										
1ST QTR, OCT-DEC	2,819,895	767,079	253,946	752,184	1,027,879	4,010,760	854,274	309,187	973,000	1,843,059
2ND QTR, JAN-MAR	657,123	164,833	46,263	229,776	411,555	1,090,985	159,966	47,941	278,019	581,963
3RD QTR, APR-JUN	625,164	171,902	70,069	178,776	200,619	572,372	156,069	58,925	167,124	195,575
4TH QTR, JUL-SEP	360,820	143,575	37,998	88,897	85,153	700,852	151,258	54,431	207,840	364,021
<b>BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)</b>	976,401	287,479	99,616	254,741	330,552	1,566,551	386,101	147,871	319,877	711,500
1ST QTR, OCT-DEC	948,360	125,007	313,591	434,490	3,358	1,092,242	137,491	398,184	479,662	6,787
2ND QTR, JAN-MAR	407,844	35,447	103,977	239,101	871	410,343	37,412	116,707	228,067	3,112
3RD QTR, APR-JUN	221,703	27,687	100,049	81,942	508	321,211	33,958	136,058	133,046	1,148
4TH QTR, JUL-SEP	141,685	29,436	44,543	55,235	1,585	177,752	24,879	78,327	91,462	1,539
<b>BUSINESS FIRMS</b>	177,131	33,337	78,422	58,212	394	182,936	41,242	69,092	56,307	988
1ST QTR, OCT-DEC	4,599,210	9,568,585	15,210,439	14,105,963	5,378,142	52,054,027	10,685,962	19,298,388	15,402,757	6,176,951
2ND QTR, JAN-MAR	13,318,982	2,786,623	3,528,452	4,306,726	2,475,809	15,569,766	2,994,475	4,628,055	4,820,452	2,869,486
3RD QTR, APR-JUN	9,958,709	1,702,679	3,544,873	3,238,533	1,276,616	11,511,649	2,103,323	4,544,613	3,536,909	1,096,115
4TH QTR, JUL-SEP	12,784,051	1,867,396	3,856,258	3,499,170	863,226	12,450,575	2,210,116	5,061,159	3,823,230	1,167,227
<b>SMALL BUSINESS FIRMS</b>										
1ST QTR, OCT-DEC	8,913,487	2,829,066	2,356,442	1,688,758	2,406,547	10,191,310	2,703,546	2,634,500	1,902,724	2,704,258
2ND QTR, JAN-MAR	2,142,791	402,319	333,978	444,940	935,934	2,520,142	508,180	401,321	496,148	1,098,690
3RD QTR, APR-JUN	1,817,630	419,916	548,243	316,025	508,366	2,632,824	530,817	572,390	405,781	480,574
4TH QTR, JUL-SEP	3,078,324	571,107	503,984	344,957	427,265	2,124,416	560,583	616,122	398,955	523,193
<b>OTHER BUSINESS FIRMS</b>										
1ST QTR, OCT-DEC	36,681,723	7,238,717	12,853,997	12,475,285	3,171,595	42,513,517	7,362,414	16,663,888	13,500,333	3,472,593
2ND QTR, JAN-MAR	11,170,191	2,384,304	3,194,474	3,061,786	1,539,875	13,047,624	2,486,287	4,226,734	4,324,104	1,778,996
3RD QTR, APR-JUN	6,141,679	1,282,783	2,998,630	2,922,508	548,250	9,478,825	1,572,506	3,972,223	3,131,108	615,337
4TH QTR, JUL-SEP	7,658,726	1,290,259	2,552,274	3,154,613	435,961	10,326,159	1,649,433	4,445,037	3,432,275	644,034
<b>SMALL BUSINESS PERCENT OF BUSINESS FIRMS</b>										
1ST QTR, OCT-DEC	19.6	24.4	15.5	11.9	43.1	19.2	25.3	13.7	12.4	43.8
2ND QTR, JAN-MAR	16.1	14.4	4.5	10.3	37.8	16.2	17.0	8.7	10.3	38.0
3RD QTR, APR-JUN	18.3	24.7	15.5	9.8	42.1	17.7	25.2	12.6	11.5	43.8
4TH QTR, JUL-SEP	19.7	30.6	10.5	9.9	49.5	17.1	25.4	12.2	10.2	44.8
	24.1	29.2	19.1	18.7	51.8	26.2	32.7	28.6	18.9	58.4

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.  
B/ INCLUDES "OTHER DEFENSE AGENCY" AWARDS.

CHART I

# AWARDS TO SMALL AND OTHER BUSINESS FIRMS

FISCAL YEAR 1978



<sup>a/</sup> AN ACTION MAY AWARD, AMEND, TERMINATE, OR OTHERWISE CHANGE A PRIME CONTRACT.

Table 3  
AWARDS BY TYPE OF CONTRACTOR (By Fiscal Year) a/

(Amounts in Millions)		FY 1951	FY 1952	FY 1953	FY 1954	FY 1955	FY 1956	FY 1957	FY 1958	FY 1959	FY 1960
Type of Contractor											
TOTAL											
Army		\$32,600	\$33,310	\$31,712	\$13,274	\$15,132	\$14,140	\$21,056	\$24,197	\$25,312	\$23,689
Navy b/		15,772	20,101	19,007	3,110	5,322	4,737	5,457	5,993	6,009	5,882
Air Force		8,057	16,423	7,477	4,744	7,795	6,240	6,680	6,991	7,771	7,421
		8,910	12,545	14,447	5,420	7,654	5,654	9,413	11,213	11,632	10,356
INTRAGOVERNMENTAL											
Army		1,064	768	572	420	541	434	160	531	758	781
Navy b/		370	372	315	244	239	177	178	203	248	257
Air Force		105	264	143	81	254	96	79	100	151	155
			132	114	95	138	172	205	226	369	370
FOR WORK OUTSIDE U. S.											
Army		762	1,319	3,418	1,411	1,111	1,406	1,602	1,444	1,410	1,226
Navy b/		781	1,025	2,016	920	697	699	729	740	771	704
Air Force		4	59	481	206	215	502	551	530	491	394
		72	235	921	285	159	205	322	174	255	228
EDUCATIONAL & NON-PROFIT INSTITUTIONS											
Army		NA	NA	NA	NA	NA	NA	261	395	400	380
Navy b/								103	198	140	111
Air Force								65	90	98	126
								93	107	162	143
BUSINESS FIRMS FOR WORK IN THE U. S.											
(SUB-TOTAL)		30,823	41,482	27,822	11,448	14,940	17,750	19,133	21,827	22,744	21,302
Army		14,731	18,704	7,077	1,946	4,302	3,831	4,447	4,852	4,957	4,911
Navy b/		7,462	10,600	7,283	4,062	4,280	5,442	5,804	6,271	6,941	6,706
Air Force		8,740	12,178	13,462	5,440	6,348	8,277	8,793	10,704	10,846	9,445
SMALL BUSINESS FIRMS											
Army		6,436	7,066	4,608	2,902	3,214	3,475	4,783	4,729	3,783	3,440
Navy b/		4,362	3,940	2,594	1,488	1,834	1,775	1,827	1,801	1,740	1,528
Air Force		1,213	2,409	1,615	556	804	1,114	1,231	1,176	1,123	1,048
		461	697	1,000	536	576	686	725	756	600	864
SMALL BUSINESS PERCENT OF BUSINESS FIRMS											
Army		17.4	17.4	16.4	25.3	21.5	19.4	24.8	21.4	16.4	15.1
Navy b/		21.2	21.2	27.5	76.5	42.6	43.7	41.1	37.1	45.1	41.1
Air Force		22.7	22.7	17.4	21.1	18.2	10.7	2.0	12.7	16.2	15.5
		6.9	6.7	4.5	10.3	4.1	6.3	3.2	7.1	5.6	9.0

a/ For Definitions and coverage, See Notes on Coverage.

b/ Includes procurement actions of the Military Petroleum Supply Agency, and its predecessor, The Armed Forces Petroleum Purchasing Agency through 31 Dec. 1961.  
NA Not Available. Prior to FY 1957, data on Educational and Non-Profit Institutions were included in the data for "Business Firms for Work in the U.S."

Table 3 (Continued)

## AWARDS BY TYPE OF CONTRACTOR (By Fiscal Year) a/

(Amounts in Millions)		FY 1961	FY 1962	FY 1963	FY 1964	FY 1965	FY 1966	FY 1967	FY 1968	FY 1969	FY 1970
Type of Contractor											
TOTAL											
Army		\$4,564	\$29,264	\$29,379	\$18,746	\$27,397	\$38,213	\$44,632	\$13,755	\$1,944	\$35,377
Navy		7,273	7,555	7,555	7,554	7,555	11,208	12,390	13,396	12,049	13,257
Air Force		11,776	11,767	11,924	10,546	9,668	10,744	13,096	13,154	12,049	13,477
Defense Supply Agency		-	1,135	2,670	2,701	3,042	5,740	6,178	11,247	5,233	13,174
INTRAGOVERNMENTAL											
Army		841	1,156	347	562	712	1,015	1,251	982	1,219	1,638
Navy		303	407	83	170	112	159	227	413	413	337
Air Force		189	216	103	167	276	449	667	417	432	677
Defense Supply Agency		489	471	145	211	199	364	317	239	211	456
FOR WORK OUTSIDE U. S.											
Army		1,279	1,454	1,271	1,325	1,366	2,530	2,316	2,514	2,676	2,447
Navy		422	480	522	570	575	973	1,019	1,173	1,193	1,338
Air Force		442	403	152	206	179	754	905	450	539	476
Defense Supply Agency		225	275	229	320	341	385	411	365	339	317
EDUCATIONAL & NON-PROFIT INSTITUTIONS											
Army		432	497	618	668	738	672	756	772	760	740
Navy		67	75	125	170	165	172	189	153	182	172
Air Force		140	147	177	175	179	187	216	218	203	204
Defense Supply Agency		236	285	316	341	393	309	350	392	373	362
BUSINESS FIRMS FOR WORK IN THE U. S.											
(SUB-TOTAL)		22,992	26,147	27,143	26,221	25,281	34,026	32,809	39,487	37,331	31,192
Army		5,292	6,403	5,825	5,654	5,476	9,994	10,955	11,821	11,170	8,595
Navy		7,174	8,001	7,803	8,447	8,333	9,074	12,210	12,068	10,874	9,506
Air Force		10,526	10,738	11,189	9,765	8,795	9,493	10,989	10,845	10,815	9,564
Defense Supply Agency		-	1,005	2,326	2,355	2,677	5,275	5,655	4,753	4,502	3,516
SMALL BUSINESS FIRMS											
Army		3,657	4,622	4,301	4,519	4,943	7,269	8,073	7,268	6,515	5,254
Navy		1,558	1,761	1,187	1,286	1,339	1,867	2,072	1,942	1,757	1,413
Air Force		1,112	1,371	1,193	1,287	1,375	1,753	2,096	2,057	1,773	1,378
Defense Supply Agency		977	1,026	978	939	1,055	1,205	1,312	1,126	1,105	946
SMALL BUSINESS PERCENT OF BUSINESS FIRMS											
Army		15.9%	17.7%	15.9%	17.2%	19.6%	21.4%	20.3%	18.4%	17.5%	16.8
Navy		29.7	27.5	20.4	22.6	24.1	18.7	18.9	17.5	15.8	16.4
Air Force		15.5	17.1	15.3	15.2	16.5	19.3	17.2	17.0	16.3	14.5
Defense Supply Agency		9.3	9.6	8.7	9.6	12.0	12.4	11.9	10.4	10.2	9.9
		-	46.2	40.5	43.6	43.9	46.3	45.8	45.0	41.8	43.1

a/ For definitions and coverage, see Notes on Coverage.

b/ Includes procurement actions of the Military Petroleum Supply Agency, and its predecessor, the Armed Forces Petroleum Purchasing Agency.

c/ Includes awards since 1 January 1962, when procurement responsibility for certain common supplies was transferred from the military departments.

\* Less than \$500,000.

TABLE 3 (CONCLUDED)  
AWARDS BY TYPE OF CONTRACTOR (BY FISCAL YEAR) a/

(AMOUNTS IN MILLIONS)		FY 1971	FY 1972	FY 1973	FY 1974	FY 1975	FY 1976	FY 1977	FY 1978	FY 1979
TOTAL		13,111	13,122	12,120	13,131	13,122	13,123	13,124	13,125	13,126
Army		11,109	11,109	10,130	10,131	10,132	10,133	10,134	10,135	10,136
Navy		11,133	11,133	11,133	11,133	11,133	11,133	11,133	11,133	11,133
Air Force		9,127	9,127	10,130	11,130	12,130	13,130	14,130	15,130	16,130
Defense Supply Agency		3,150	3,150	3,150	3,150	3,150	3,150	3,150	3,150	3,150
INTRA-GOVERNMENTAL		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Army		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Navy		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Air Force		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Defense Supply Agency		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
FOR WORK OUTSIDE U. S.		2,107	2,107	2,107	2,107	2,107	2,107	2,107	2,107	2,107
Army		2,107	2,107	2,107	2,107	2,107	2,107	2,107	2,107	2,107
Navy		2,107	2,107	2,107	2,107	2,107	2,107	2,107	2,107	2,107
Air Force		2,107	2,107	2,107	2,107	2,107	2,107	2,107	2,107	2,107
Defense Supply Agency		2,107	2,107	2,107	2,107	2,107	2,107	2,107	2,107	2,107
EDUCATIONAL & NON-PROFIT INSTITUTIONS		703	703	703	703	703	703	703	703	703
Army		703	703	703	703	703	703	703	703	703
Navy		703	703	703	703	703	703	703	703	703
Air Force		703	703	703	703	703	703	703	703	703
Defense Supply Agency		703	703	703	703	703	703	703	703	703
BUSINESS FIRMS FOR WORK IN THE U. S.		30,406	30,406	30,406	30,406	30,406	30,406	30,406	30,406	30,406
Army		10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133
Navy		10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133
Air Force		10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133
Defense Supply Agency		10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133	10,133
SMALL BUSINESS FIRMS		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Army		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Navy		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Air Force		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Defense Supply Agency		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
SMALL BUSINESS PERCENT OF BUSINESS FIRMS		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Army		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Navy		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Air Force		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132
Defense Supply Agency		1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132	1,132

a/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.  
b/ INCLUDES "CHAMPUS" AWARDS NOT INCLUDED ELSEWHERE IN THIS TABLE. FY 1973, \$316 MILLION;  
FY 1974, \$382 MILLION; FY 1975 \$354 MILLION; FY 1976, 14 MILLION; FY 1977, 1 MILLION.  
AS OF 1 JANUARY 1977, THE DEFENSE SUPPLY AGENCY CHANGED ITS NAME TO DEFENSE LOGISTICS AGENCY.  
\* LESS THAN \$500,000.

CHART II

# AWARDS TO SMALL AND OTHER BUSINESS FIRMS

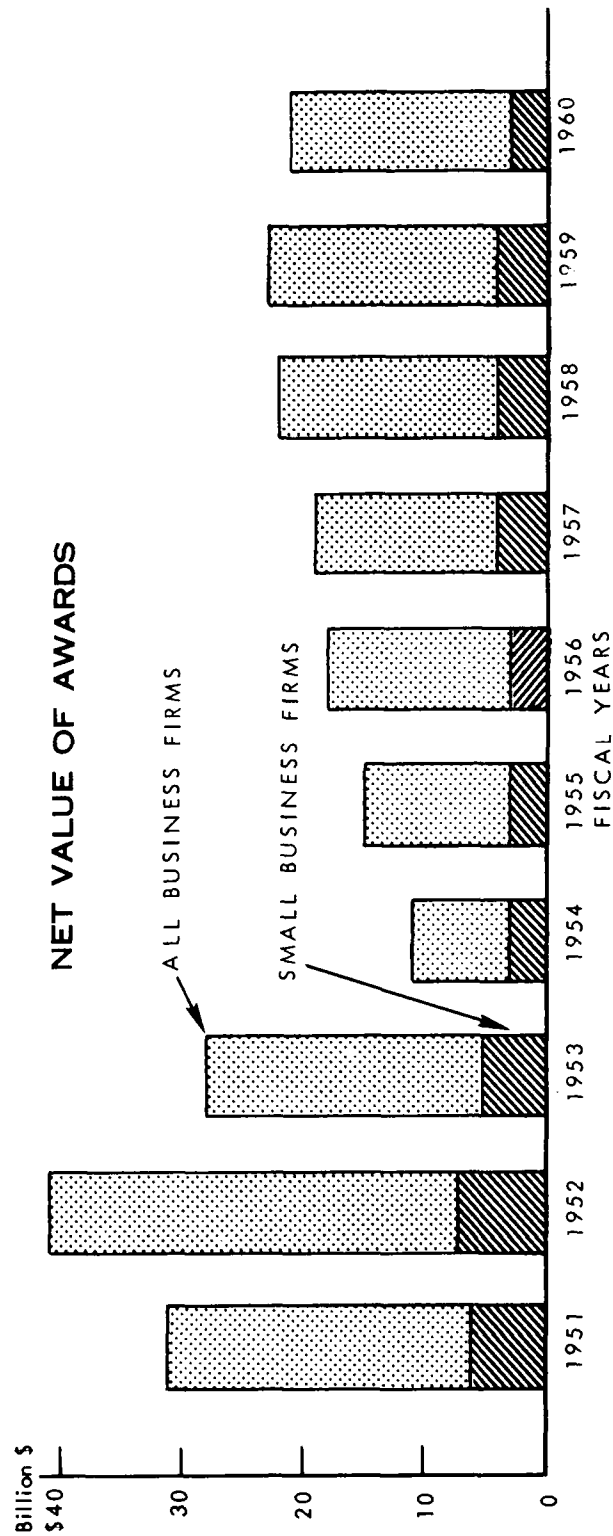
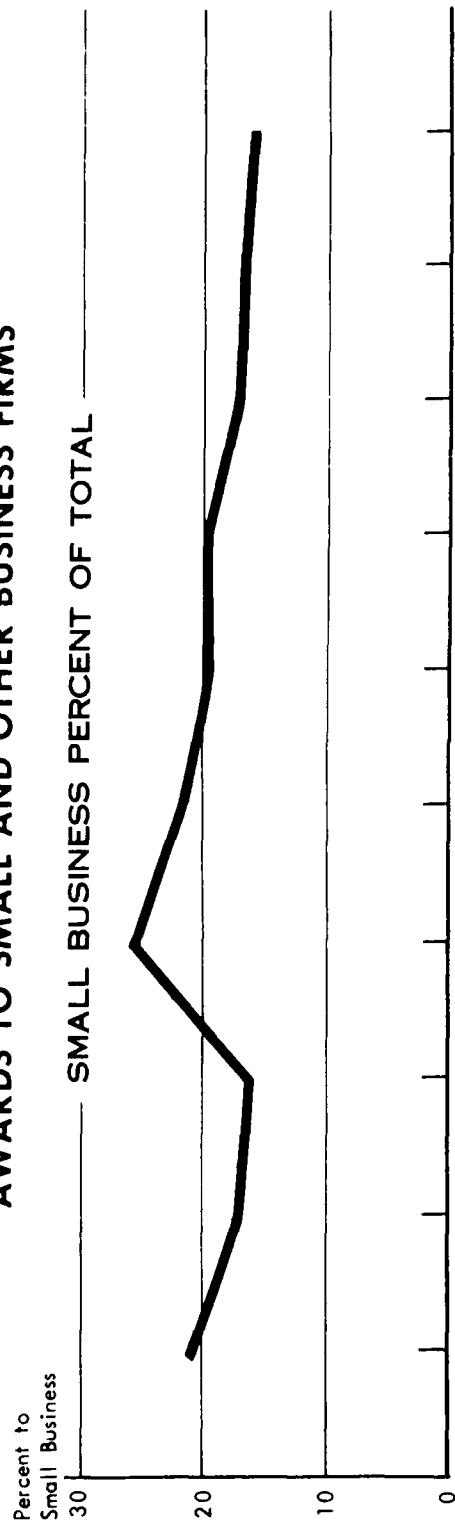


CHART II (Continued)

# AWARDS TO SMALL AND OTHER BUSINESS FIRMS

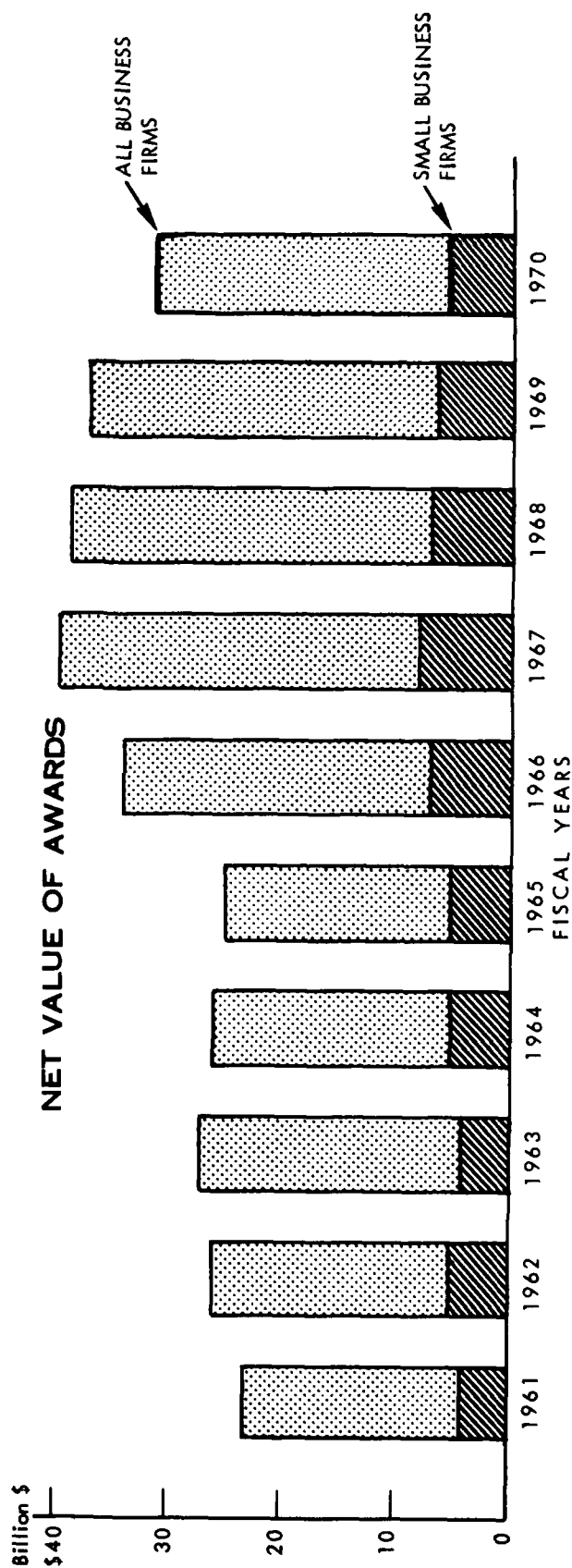
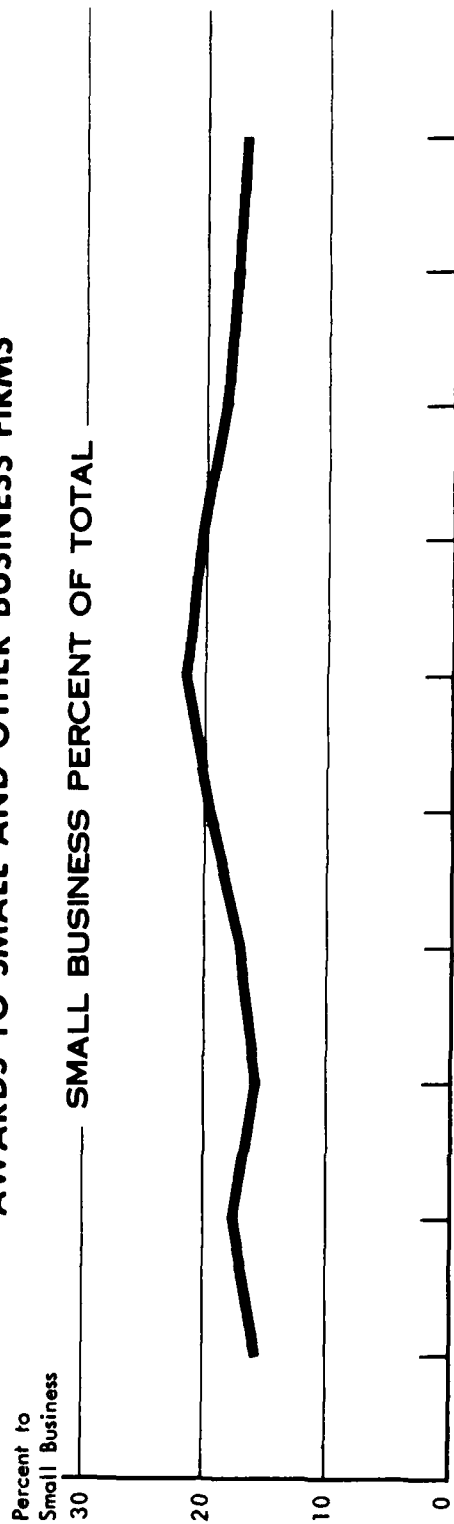
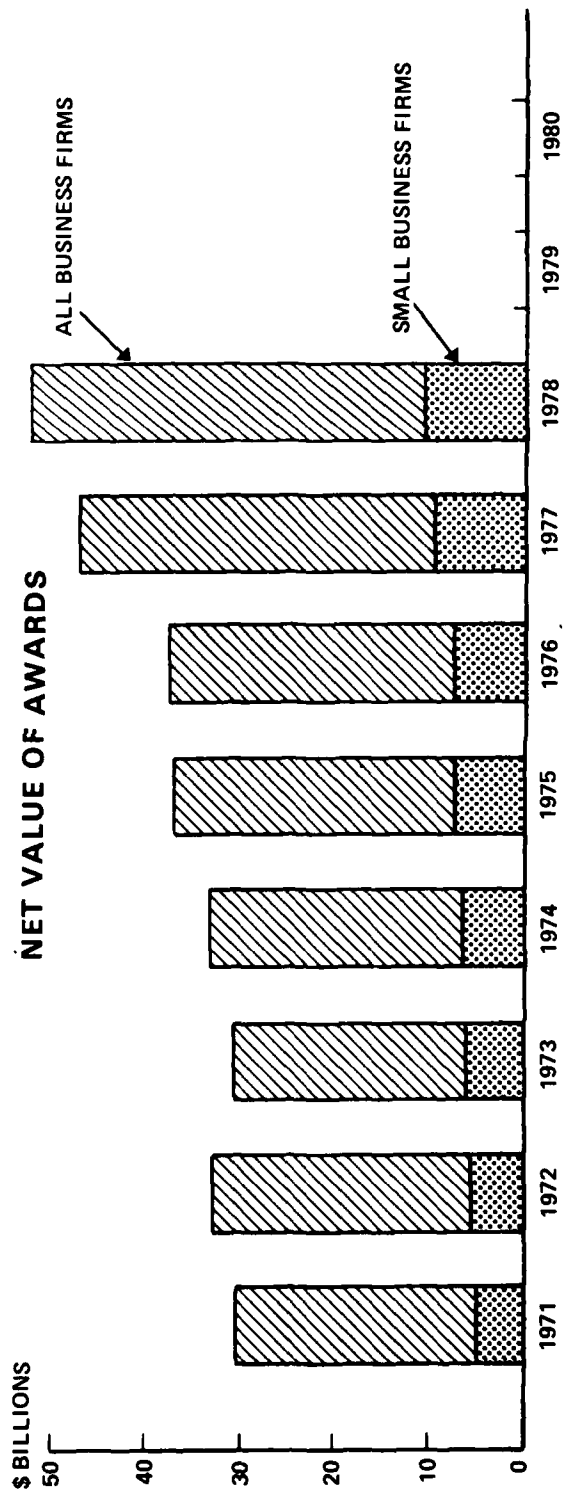
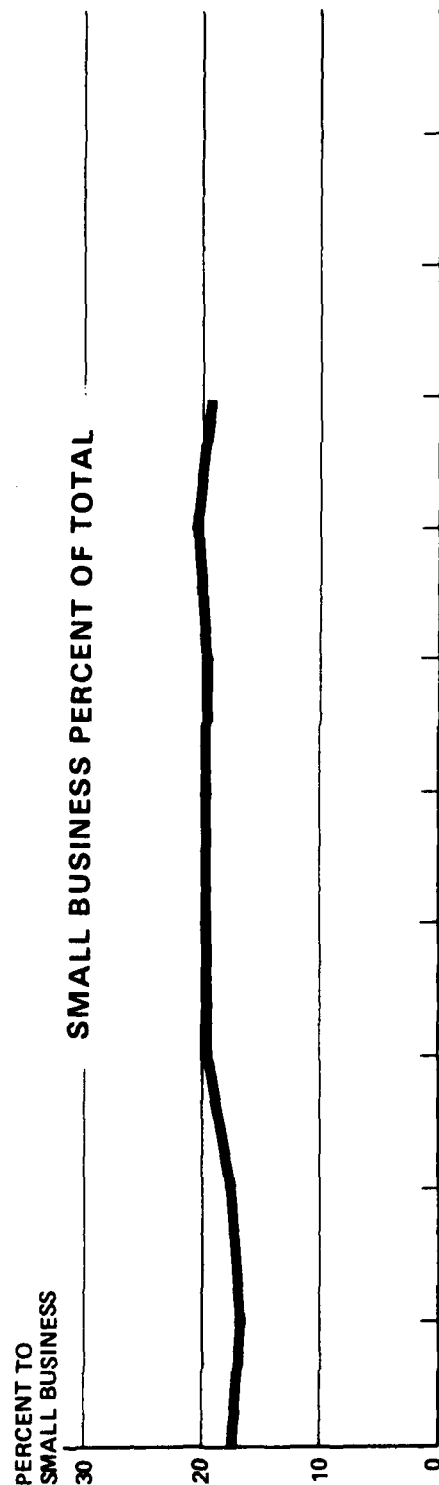




CHART II (Continued)

# AWARDS TO SMALL AND OTHER BUSINESS FIRMS



# AWARDS PUBLICIZED TO SMALL BUSINESS

The extent to which the small business community was notified of pending procurement actions and its success in competing for the publicized procurement is shown in Table 4.

The following types of procurement are included in the category "Publicized to Small Business": (1) proposed procurements which are synopsized and listed in the Department of Commerce publication Commerce Business Daily; (2) modifications to contracts which were synopsized; (3) formally advertised procurements which were not published in the Commerce Business Daily; and (4) all other procurements on which small firms were specifically requested to submit proposals. For the most part, not-publicized procurements relate to classified work, goods, or services involving an unusual or compelling emergency, modifications of contracts which were not synopsized, and delivery orders under not-synopsized contracts.

During fiscal year 1978, 83.3 percent of the total awards to business firms were publicized to small business compared with 82.5 percent during fiscal year 1977. Small business did not submit bids on 69.0 percent of these publicized procurements compared with 68.5 percent in the preceding year. They were successful in bidding on 23.1 percent (23.7 percent last year) of the publicized total and were unsuccessful bidders on 7.8 percent (7.7 percent last year).

The portion of military procurement synopsized amounted to 75.4 percent compared to 73.7 percent for last year.

TABLE 4  
AWARDS PUBLICIZED TO SMALL BUSINESS FISCAL YEAR 1978 A/  
(AMOUNTS IN THOUSANDS)

METHOD AND RESULTS OF PUBLICIZING	TOTAL				ARMY				NAVY			
	FISCAL YEAR 1977		FISCAL YEAR 1978		FISCAL YEAR 1977		FISCAL YEAR 1978		FISCAL YEAR 1977		FISCAL YEAR 1978	
	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT
A. METHOD OF PUBLICIZING												
TOTAL	\$55,571,810		\$65,184,850		\$12,015,141		\$14,622,522		\$17,504,270		\$21,802,365	
INTRAGOVERNMENTAL	6,208,171		7,467,021		1,552,790		2,344,795		1,880,294		1,796,606	
FOR WORK OUTSIDE U. S.	2,819,899		4,010,760		767,879		854,274		253,946		309,187	
EDUCATIONAL & NON-PROFIT INSTITUTIONS	948,306		1,092,242		125,887		137,491		319,591		398,184	
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	45,595,210	100.0	52,614,827	100.0	9,568,585	100.0	10,685,902	100.0	15,210,439	100.0	19,298,388	100.0
PUBLICIZED TO SMALL BUSINESS (SUB-TOTAL)	37,608,353	82.5	43,812,146	83.3	7,686,739	80.4	8,433,958	78.9	12,920,230	84.9	16,672,120	86.4
SYNOPSISIZED	33,589,967	73.7	39,694,327	75.4	6,772,173	70.8	7,382,603	69.1	12,037,558	79.1	15,708,727	81.4
NOT SYNOPSISIZED (SUB-TOTAL)	4,022,386	8.8	4,117,859	7.8	924,566	9.7	1,051,355	9.8	882,672	5.8	963,393	5.0
FORMALLY ADVERTISED BUT NOT SYNOPSISIZED NOT FORMALLY ADVERTISED BUT PROPOSALS REQUESTED FROM SMALL BUSINESS	273,399	0.6	346,533	0.6	50,062	0.5	62,994	0.6	123,074	0.8	146,089	0.8
	3,752,031	8.2	3,811,326	7.2	874,504	9.1	988,361	9.3	759,598	5.0	817,304	4.2
NOT PUBLICIZED TO SMALL BUSINESS	5,889,967	12.7	6,461,579	12.3	1,289,241	13.5	1,618,735	15.2	1,810,731	11.9	2,137,655	11.1
PUBLICIZING TO SMALL BUSINESS UNKNOWN (NEGOTIATED AWARDS OF LESS THAN \$10,000 AWARDED TO LARGE CONCERNS)	2,181,896	4.8	2,341,862	4.5	502,615	6.1	633,269	5.9	479,478	3.2	469,213	2.5
B. RESULTS OF PUBLICIZING												
PUBLICIZED TO SMALL BUSINESS (SUB-TOTAL)	37,608,353	100.0	43,812,146	100.0	7,686,739	100.0	8,433,958	100.0	12,920,230	100.0	16,672,120	100.0
SMALL FIRMS WERE SUCCESSFUL BIDDERS	8,913,447	23.7	10,101,310	23.1	2,329,868	30.3	2,703,548	32.1	2,356,442	18.2	2,634,500	15.8
SMALL FIRMS WERE UNSUCCESSFUL BIDDERS	2,894,941	7.7	3,435,711	7.8	644,052	8.4	634,577	7.5	514,336	4.0	698,287	4.1
SMALL FIRMS DID NOT SUBMIT BIDS	25,751,727	68.5	30,221,274	69.0	4,714,264	61.3	5,085,768	60.3	10,032,246	77.7	13,325,198	79.9
NOT KNOWN WHETHER SMALL FIRMS SUBMITTED BIDS (FORMALLY ADVERTISED ACTIONS OF LESS THAN \$10,000 AWARDED TO LARGE CONCERNS)	45,198	0.1	53,866	0.1	8,555	0.1	10,065	0.1	17,206	0.1	22,215	0.1

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.

TABLE 4 (CONCLUDED)

METHOD AND RESULTS OF PUBLICIZING	AIR FORCE				DEFENSE LOGISTICS AGENCY				OTHER DEFENSE AGENCIES			
	FISCAL YEAR 1977		FISCAL YEAR 1978		FISCAL YEAR 1977		FISCAL YEAR 1978		FISCAL YEAR 1977		FISCAL YEAR 1978	
	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT
A. METHOD OF PUBLICIZING												
TOTAL	\$17,955,013		\$19,913,487		\$ 6,779,195		\$ 8,197,574		\$ 1,237,997		\$ 1,248,982	
INTRAGOVERNMENTAL	2,604,376		3,057,388		169,816		170,777		80,875		97,455	
FOR WORK OUTSIDE U. S.	752,164		973,660		1,027,879		1,843,059		10,007		30,560	
EDUCATIONAL & NON-PROFIT INSTITUTIONS	434,494		479,682		3,358		6,787		55,034		70,098	
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	14,163,963	100.0	15,402,757	100.0	5,578,142	100.0	6,176,951	100.0	1,074,081	100.0	1,050,769	100.0
PUBLICIZED TO SMALL BUSINESS (SUB-TOTAL)	11,795,022	83.3	12,915,886	83.9	4,939,434	88.6	5,495,889	89.0	256,928	23.9	295,133	28.1
SYNOPSISIZED	10,765,845	76.0	11,958,460	77.6	3,861,805	69.2	4,460,616	72.2	148,526	13.8	183,921	17.5
NOT SYNOPSISIZED (SUB-TOTAL)	1,029,177	7.3	956,626	6.2	1,077,569	19.3	1,035,273	16.8	108,402	10.1	111,212	10.6
FORMALLY ADVERTISED BUT NOT SYNOPSISIZED NOT FORMALLY ADVERTISED BUT PROPOSALS REQUESTED FROM SMALL BUSINESS	51,408	0.4	69,508	0.5	34,068	0.6	25,067	0.4	1,743	0.2	1,875	0.2
	987,769	6.3	887,118	5.8	1,043,501	18.7	1,009,216	16.3	106,659	9.9	109,337	10.4
NOT PUBLICIZED TO SMALL BUSINESS	1,582,159	11.2	1,621,258	10.5	319,409	5.7	341,137	5.5	804,431	74.9	743,394	70.8
PUBLICIZING TO SMALL BUSINESS UNKNOWN (NEGOTIATED AWARDS OF LESS THAN \$10,000 AWARDED TO LARGE CONCERNS)	786,786	5.5	866,413	5.6	319,299	5.7	339,925	5.5	12,722	1.2	12,242	1.2
B. RESULTS OF PUBLICIZING												
PUBLICIZED TO SMALL BUSINESS (SUB-TOTAL)	11,795,022	100.0	12,915,886	100.0	4,939,434	100.0	5,495,889	100.0	256,928	100.0	295,133	100.0
SMALL FIRMS WERE SUCCESSFUL BIDDERS SMALL FIRMS WERE UNSUCCESSFUL BIDDERS SMALL FIRMS DID NOT SUBMIT BIDS NOT KNOWN WHETHER SMALL FIRMS SUBMITTED BIDS (FORMALLY ADVERTISED ACTIONS OF LESS THAN \$10,000 AWARDED TO LARGE CONCERNS)	1,688,758	14.3	1,902,724	14.7	2,406,547	48.7	2,704,258	49.2	131,872	51.3	156,288	53.0
	180,157	1.5	254,475	2.0	1,532,005	31.0	1,839,818	33.5	28,398	11.1	16,634	5.6
	9,915,327	84.1	10,744,025	83.2	992,415	20.1	944,367	17.2	96,475	37.6	121,921	41.3
	11,780	0.1	13,862	0.1	8,466	0.2	7,446	0.1	191	0.1	298	0.1

# AWARDS BY PROCUREMENT PROGRAM

Data on the net value of military prime contract awards to business firms in the United States by procurement program are shown in Table 5 and Chart III for fiscal years 1977 and 1978 and in Table 6 for fiscal years 1955 through 1978. Table 6A further subdivides awards by procurement program by purchasing department for fiscal years 1963 through 1978. The procurement program definitions are identical with those prescribed for use in the Defense Materials System.

Total military procurement from United States business firms for work performed in the United States during fiscal year 1978 totaled \$52,615 million, \$7,020 million (15.4%) higher than in fiscal year 1977. A comparison of fiscal year 1977 and 1978 totals shows the principal change to be a \$5,003 million increase for major hard goods. The procurement programs with the largest increases were ships (\$1,217 million), services (\$1,171 million), missiles and space systems (\$1,005 million), and aircraft engines and spares (\$939 million). The procurement program with the largest decrease was construction (\$179 million).

TABLE 5

AWARDS BY PROCUREMENT PROGRAM (FISCAL YEAR 1978) A/

PROCUREMENT PROGRAM	FISCAL YEAR 1977			FISCAL YEAR 1978		
	TOTAL AMOUNT	TOTAL PCT	SMALL AMOUNT	TOTAL AMOUNT	TOTAL PCT	SMALL AMOUNT
TOTAL	\$55,571,616		\$8,913,487	\$67,184,650		\$10,101,310
INTRAGOVERNMENTAL	6,208,151			7,467,021		
FOR WORK OUTSIDE U. S.	2,819,895			4,010,760		
EDUCATIONAL + NON-PROFIT INSTITUTIONS	946,360			1,192,242		
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	45,595,218	100.0	8,913,487	52,514,827	100.0	10,101,310
MAJOR MAJOR GOODS (SUB-TOTAL)	29,317,531	64.3	2,113,092	34,320,687	65.2	2,828,639
AIRCRAFT (SUB-TOTAL)	4,067,109	19.9	309,091	10,975,447	20.9	385,436
AIRFRAMES AND RELATED ASSEMBLIES AND SPARES	2,740,599	12.6	58,392	9,133,534	12.0	92,746
AIRCRAFT ENGINES AND RELATED SPARES	1,951,236	4.3	41,567	2,890,250	5.5	91,744
OTHER AIRCRAFT EQUIPMENT AND SUPPLIES	1,375,274	3.0	199,432	1,754,263	3.3	201,946
MISSILE AND SPACE SYSTEMS	5,555,809	12.2	174,626	6,760,182	12.5	205,746
SHIPS	4,224,372	9.3	439,654	5,441,144	10.3	471,161
TANK-AUTOMOTIVE (SUB-TOTAL)	1,794,556	3.9	235,228	2,011,284	3.0	308,618
COMBAT VEHICLES	1,172,413	2.6	74,967	1,439,619	2.7	102,669
NON-COMBAT VEHICLES	622,143	1.4	150,261	571,665	1.1	205,959
WEAPONS	646,920	1.4	133,984	842,509	1.6	155,950
AMMUNITION	1,389,948	3.0	236,667	1,579,900	3.0	203,115
ELECTRONICS AND COMMUNICATION EQUIPMENT	6,639,677	14.6	583,642	6,918,621	13.1	697,613
SERVICES	3,382,781	7.4	813,768	4,594,033	8.7	975,484
ALL OTHER (SUB-TOTAL)	12,694,838	28.3	5,996,627	13,740,107	26.1	6,697,207
SUBSISTENCE	1,158,577	2.5	494,038	1,125,574	2.1	466,344
TEXTILES, CLOTHING AND EQUIPAGE	544,747	1.2	376,009	680,169	1.3	514,029
FUELS + LUBRICANTS (SUB-TOTAL)	2,525,577	5.5	655,653	2,680,430	5.5	966,797
PETROLEUM	2,484,497	5.4	633,132	2,622,701	5.4	941,129
OTHER FUELS + LUBRICANTS	40,080	0.1	22,371	49,497	0.1	24,744
SEPARATELY PROCURED CONTAINERS + HANDLING EQUIP.	384	0.0	150	8,232	0.0	924
MISCELLANEOUS MAJOR GOODS (SUB-TOTAL)	1,774,058	3.9	646,093	2,405,122	3.8	791,952
BUILDING SUPPLIES	66,553	0.2	46,713	69,566	0.1	37,467
TRANSPORTATION EQUIPMENT	4,327	0.0	3,103	1,042	0.0	580
PRODUCTION EQUIPMENT	113,681	0.2	17,495	167,226	0.3	62,251
CONSTRUCTION EQUIPMENT	114,256	0.3	26,730	97,842	0.2	21,146
MEDICAL + DENTAL SUPPLIES + EQUIPMENT	182,969	0.4	39,616	221,647	0.4	51,866
PHOTOGRAPHIC EQUIPMENT + SUPPLIES	71,342	0.2	13,010	80,909	0.2	17,547
MATERIALS HANDLING EQUIPMENT	83,020	0.2	31,443	131,264	0.2	46,189
ALL OTHER SUPPLIES + EQUIPMENT	1,135,420	2.5	467,583	1,255,626	2.4	555,116
CONSTRUCTION	2,584,420	5.6	1,518,373	2,385,388	4.5	1,689,609
ALL ACTIONS OF \$10,000 AND LESS	4,327,549	9.5	2,101,461	4,683,424	8.9	2,268,476

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE  
\* LESS THAN 0.05 PERCENT

# CHART III AWARDS BY PROCUREMENT PROGRAM

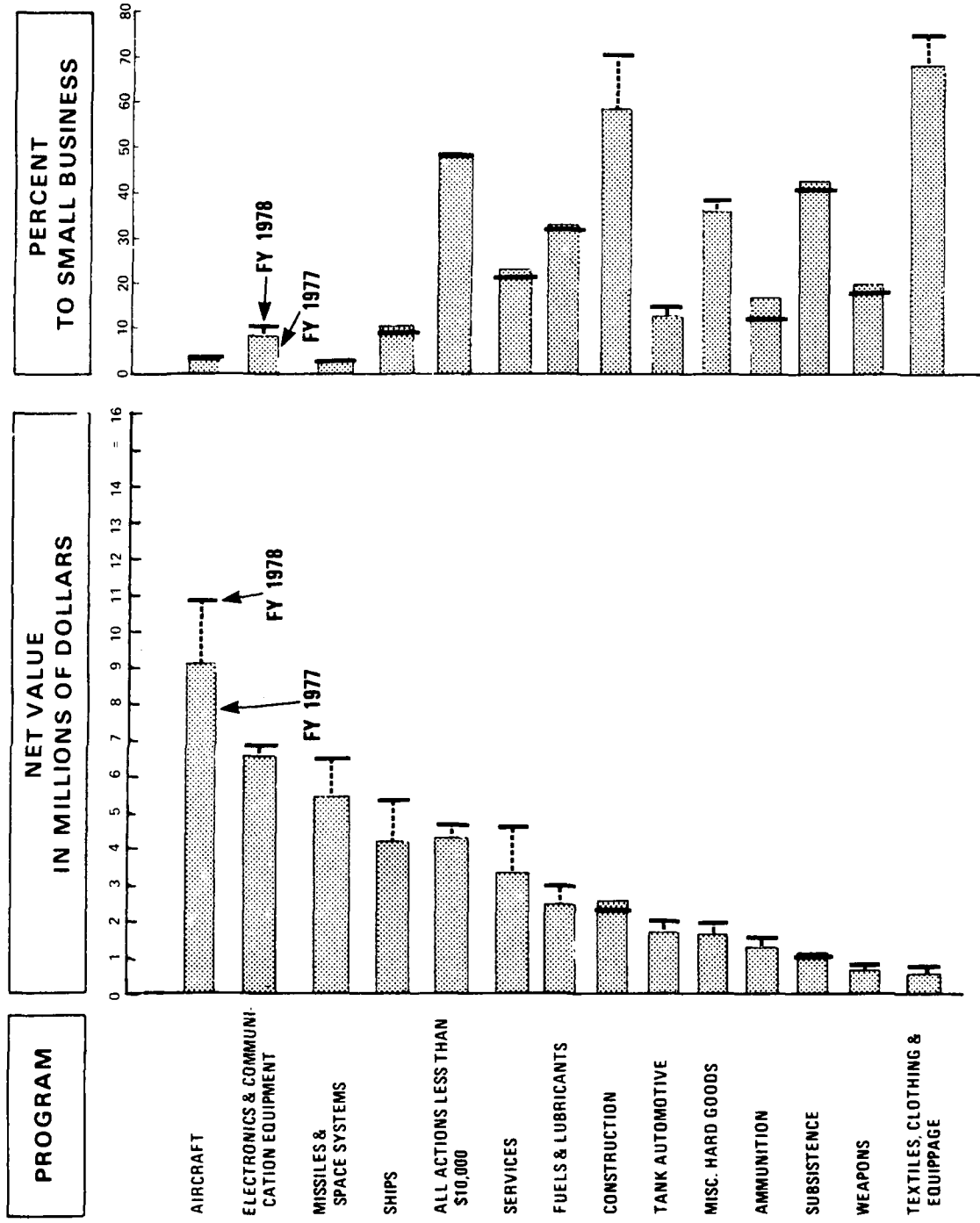


Table 6  
AWARDS BY PROCUREMENT PROGRAM (BY FISCAL YEAR) a/

Net Value (\$000)	FY 1955	FY 1956	FY 1957	FY 1958	FY 1959	FY 1960	FY 1961	FY 1955	FY 1956	FY 1957	FY 1958	FY 1959	FY 1960	FY 1961
Major Program														
TOTAL	\$16,983,036	\$15,647,415	\$15,577,415	\$15,366,077	\$15,317,665	\$15,600,535	\$15,585,176							
EXTRACURRICULAR FOR WORK OUTSIDE U.S. EDUCATIONAL AND NON-PROFIT INSTITUTIONS	643,470 1,115,115	1,070,000 1,210,000	1,070,000 1,210,000	1,070,000 1,210,000	1,070,000 1,210,000	1,070,000 1,210,000	1,070,000 1,210,000							
ALL BUSINESS FIRMS FOR WORK IN THE U.S. (SUB-TOTAL)	16,339,566	14,577,415	14,507,415	14,296,077	14,247,665	14,530,535	14,515,176							
MAJOR HARDWARE (SUB-TOTAL)	16,339,566	14,577,415	14,507,415	14,296,077	14,247,665	14,530,535	14,515,176							
Aircraft	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
Missile and Space System	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
Ships	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
Tank-Automotive	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
Weapons	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
Electronic and Telecommunications	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
SERVICES	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
ALL OTHER (SUB-TOTAL)	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
Subsistence	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
Travel and Lodging	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
Post and Telegraph	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
Medical and Dental	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
Construction	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
ALL OTHER (SUB-TOTAL)	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000							
SMALL BUSINESS FIRMS														
MAJOR HARDWARE (SUB-TOTAL)														
Aircraft														
Missile and Space System														
Ships														
Tank-Automotive														
Weapons														
Electronic and Telecommunications														
SERVICES														
ALL OTHER (SUB-TOTAL)														
Subsistence														
Travel and Lodging														
Post and Telegraph														
Medical and Dental														
Construction														
ALL OTHER (SUB-TOTAL)														

a/ For Definitions and Comments, See Note 10 on Summary.  
b/ FY 1960 Fiscal Year Data for Extracurricular Institutional and Non-Profit Institutions.



Table 6 (Continued)

AWARDS BY PROCUREMENT PROGRAM (BY FISCAL YEAR) a/

Table 6 (Continued)  
AWARDS BY PROCUREMENT PROGRAM (BY FISCAL YEAR) <sup>a/</sup>

Net Value (\$000)	FY 1969	FY 1970	FY 1971	FY 1972	FY 1973	FY 1974	FY 1975	FY '69	FY '70	FY '71	FY '72	FY '73	FY '74	FY '75
<b>Major Program</b>														
<b>TOTAL</b>	\$41,866,266	13,976,997	13,411,817	13,411,817	13,411,817	13,411,817	13,411,817	13,411,817	13,411,817	13,411,817	13,411,817	13,411,817	13,411,817	13,411,817
<b>INTRAGOVERNMENTAL FOR WORK OUTSIDE U. S.</b>	1,219,225	1,219,225	1,219,225	1,219,225	1,219,225	1,219,225	1,219,225	1,219,225	1,219,225	1,219,225	1,219,225	1,219,225	1,219,225	1,219,225
<b>EDUCATIONAL AND NON-PROFIT INSTITUTIONS</b>	5,676,595	5,676,595	5,676,595	5,676,595	5,676,595	5,676,595	5,676,595	5,676,595	5,676,595	5,676,595	5,676,595	5,676,595	5,676,595	5,676,595
	759,842	759,842	759,842	759,842	759,842	759,842	759,842	759,842	759,842	759,842	759,842	759,842	759,842	759,842
<b>ALL BUSINESS FIRMS FOR WORK IN THE U. S.</b>														
(SUB-TOTAL)	27,331,046	27,331,046	27,331,046	27,331,046	27,331,046	27,331,046	27,331,046	27,331,046	27,331,046	27,331,046	27,331,046	27,331,046	27,331,046	27,331,046
<b>MAJOR HARD GOODS (SUB-TOTAL)</b>	25,227,487	25,227,487	25,227,487	25,227,487	25,227,487	25,227,487	25,227,487	25,227,487	25,227,487	25,227,487	25,227,487	25,227,487	25,227,487	25,227,487
Aircraft	5,238,625	5,238,625	5,238,625	5,238,625	5,238,625	5,238,625	5,238,625	5,238,625	5,238,625	5,238,625	5,238,625	5,238,625	5,238,625	5,238,625
Missile and Space Systems	1,457,284	1,457,284	1,457,284	1,457,284	1,457,284	1,457,284	1,457,284	1,457,284	1,457,284	1,457,284	1,457,284	1,457,284	1,457,284	1,457,284
Ships	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166
Tank-Automotive	684,343	684,343	684,343	684,343	684,343	684,343	684,343	684,343	684,343	684,343	684,343	684,343	684,343	684,343
Weapons	4,552,311	4,552,311	4,552,311	4,552,311	4,552,311	4,552,311	4,552,311	4,552,311	4,552,311	4,552,311	4,552,311	4,552,311	4,552,311	4,552,311
Ammunition	5,761,769	5,761,769	5,761,769	5,761,769	5,761,769	5,761,769	5,761,769	5,761,769	5,761,769	5,761,769	5,761,769	5,761,769	5,761,769	5,761,769
Electronics and Communications Equipment														
<b>SERVICES</b>	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559
<b>ALL OTHER (SUB-TOTAL)</b>	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559	2,103,559
Subsistence	1,108,775	1,108,775	1,108,775	1,108,775	1,108,775	1,108,775	1,108,775	1,108,775	1,108,775	1,108,775	1,108,775	1,108,775	1,108,775	1,108,775
Textiles, Clothing & Equipment	623,172	623,172	623,172	623,172	623,172	623,172	623,172	623,172	623,172	623,172	623,172	623,172	623,172	623,172
Fuels and Lubricants	1,871,938	1,871,938	1,871,938	1,871,938	1,871,938	1,871,938	1,871,938	1,871,938	1,871,938	1,871,938	1,871,938	1,871,938	1,871,938	1,871,938
Miscellaneous Hard Goods	1,526,183	1,526,183	1,526,183	1,526,183	1,526,183	1,526,183	1,526,183	1,526,183	1,526,183	1,526,183	1,526,183	1,526,183	1,526,183	1,526,183
Construction	1,534,899	1,534,899	1,534,899	1,534,899	1,534,899	1,534,899	1,534,899	1,534,899	1,534,899	1,534,899	1,534,899	1,534,899	1,534,899	1,534,899
All Actions of Less Than \$10,000	3,324,670	3,324,670	3,324,670	3,324,670	3,324,670	3,324,670	3,324,670	3,324,670	3,324,670	3,324,670	3,324,670	3,324,670	3,324,670	3,324,670
<b>SMALL BUSINESS FIRMS FOR WORK IN THE U. S.</b>														
(SUB-TOTAL)	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559
<b>MAJOR HARD GOODS (SUB-TOTAL)</b>	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559	6,515,559
Aircraft	1,432,644	1,432,644	1,432,644	1,432,644	1,432,644	1,432,644	1,432,644	1,432,644	1,432,644	1,432,644	1,432,644	1,432,644	1,432,644	1,432,644
Missile and Space Systems	306,603	306,603	306,603	306,603	306,603	306,603	306,603	306,603	306,603	306,603	306,603	306,603	306,603	306,603
Ships	171,270	171,270	171,270	171,270	171,270	171,270	171,270	171,270	171,270	171,270	171,270	171,270	171,270	171,270
Tank-Automotive	105,411	105,411	105,411	105,411	105,411	105,411	105,411	105,411	105,411	105,411	105,411	105,411	105,411	105,411
Weapons	4,757	4,757	4,757	4,757	4,757	4,757	4,757	4,757	4,757	4,757	4,757	4,757	4,757	4,757
Ammunition	436,114	436,114	436,114	436,114	436,114	436,114	436,114	436,114	436,114	436,114	436,114	436,114	436,114	436,114
Electronics and Communications Equipment	447,111	447,111	447,111	447,111	447,111	447,111	447,111	447,111	447,111	447,111	447,111	447,111	447,111	447,111
<b>SERVICES</b>	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444
<b>ALL OTHER (SUB-TOTAL)</b>	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444
Subsistence	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166
Textiles, Clothing & Equipment	274,172	274,172	274,172	274,172	274,172	274,172	274,172	274,172	274,172	274,172	274,172	274,172	274,172	274,172
Fuels and Lubricants	76,113	76,113	76,113	76,113	76,113	76,113	76,113	76,113	76,113	76,113	76,113	76,113	76,113	76,113
Miscellaneous Hard Goods	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166	574,166
Construction	25,411	25,411	25,411	25,411	25,411	25,411	25,411	25,411	25,411	25,411	25,411	25,411	25,411	25,411
All Actions of Less Than \$10,000	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444	1,274,444

<sup>a/</sup> For Definitions and Coverage, See Notes on Coverage.  
<sup>b/</sup> Includes Awards for the Civilian Health and Medical Program (CHAMP).  
<sup>c/</sup> Not Included elsewhere in this table. FY 1973, \$30,000; FY 1974, \$30,000; FY 1975, \$30,000.

**Table 6 (Concluded)**

**AWARDS BY PROCUREMENT PROGRAM (BY FISCAL YEAR) 2/**

[illegible]

a/ For Definitions and Coverage see Notes on Coverage.  
b/ Includes Awards for the Civilian Health and Medical Program of the Uniformed Services (USMHS). FY 1976, \$14 M.I. FY 1977, 1 M.I.



TABLE 6a (Continued)

(Amounts in Thousands)

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TABLE 6a (Continued)  
AWARDS BY PROCUREMENT PROGRAM, BY DEPARTMENT (BY FISCAL YEAR)

MAJOR PROGRAM	FISCAL YEAR 1971					FISCAL YEAR 1972				
	Total	Army	Navy	Air Force	Defense Supply Agency	Total	Army	Navy	Air Force	Defense Supply Agency
ALL BUSINESS FROM FIRM WITH WORK IN THE MAJOR PROGRAM (FIRM-TOTAL)										
Air Force										
Missile and Space Systems										
Ships										
Tank-Automotive										
Weapons										
Ammunition										
Electronic & Communication Equip.										
SERVICES										
ALL OTHER (FIRM-TOTAL)										
Substance										
Textiles, Clothing and Equipage										
Fuels and Lubricants										
Miscellaneous Hard Goods										
Construction										
All Actions of Less than \$10,000										
ALL BUSINESS FROM FIRM WITH WORK IN THE MAJOR PROGRAM (FIRM-TOTAL)										
Aircraft										
Missile and Space Systems										
Ships										
Tank-Automotive										
Weapons										
Ammunition										
Electronic & Communication Equip.										
SERVICES										
ALL OTHER (FIRM-TOTAL)										
Substance										
Textiles, Clothing and Equipage										
Fuels and Lubricants										
Miscellaneous Hard Goods										
Construction										
All Actions of Less than \$10,000										

9/ For definitions and coverage, see letter on page 1.

TABLE 6a  
AWARDS TO PROCUREMENT PROGRAM, BY DEPARTMENT (BY FISCAL YEAR) A/

(Amounts in Thousands)

MAJOR PROGRAM	FISCAL YEAR 1975					FISCAL YEAR 1976				
	Total	Army	Navy	Air Force	Defense Supply Agency	Total	Army	Navy	Air Force	Defense Supply Agency
ALL BUSINESS FIRM FOR WORK IN THE U. S.										
MAJOR HARD GOODS (SUB-TOTAL)										
Aircraft										
Missile and Space Systems										
Ships										
Tank-Automotive										
Weapons										
Ammunition										
Electronics & Communication Equip.										
SERVICES										
ALL OTHER (SUB-TOTAL)										
Construction										
Textiles, Clothing and Equipment										
Fuels and Lubricants										
Miscellaneous Hard Goods										
Construction										
All Actions of \$10,000 or Less										
ALL BUSINESS FIRM FOR WORK IN THE U. S.										
MAJOR HARD GOODS (SUB-TOTAL)										
Aircraft										
Missile and Space Systems										
Ships										
Tank-Automotive										
Weapons										
Ammunition										
Electronics & Communication Equip.										
SERVICES										
ALL OTHER (SUB-TOTAL)										
Construction										
Textiles, Clothing and Equipment										
Fuels and Lubricants										
Miscellaneous Hard Goods										
Construction										
All Actions of \$10,000 or Less										

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.  
B/ INCLUDES "OTHER DEFENSE AGENCY AWARDS."

TABLE 6a (Concluded)  
AWARDS BY PROCUREMENT PROGRAM, BY DEPARTMENT (BY FISCAL YEAR) a/

MAJOR PROGRAM	FISCAL YEAR 1978					FISCAL YEAR 1979				
	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	TOTAL	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY
ALL BUSINESS FIRMS FOR WORK IN THE U.S.										
MAJOR HARD GOODS (SUB-TOTAL)										
Aircraft	\$52,634,827	\$11,736,731	\$19,298,388	\$15,402,757	\$6,176,951					
Missile and Space Systems	\$34,320,687	\$7,448,577	\$14,905,571	\$11,730,900	\$235,639					
Ships	10,975,047	1,035,588	3,479,642	6,440,634	19,183					
Tank-Automotive	6,560,192	1,421,718	3,010,762	2,127,219	483					
Weapons	5,441,144	9,877	5,389,711	8,662	32,894					
Ammunition	2,011,284	1,936,943	7,651	49,025	17,665					
Electronics & Communications Equip.	842,509	468,341	188,082	185,412	674					
SERVICES	1,579,900	1,167,959	2,590,789	172,827	180					
ALL OTHER (SUB-TOTAL)	6,910,621	1,408,151		2,747,121	164,560					
Subsistence	4,554,033	1,252,391	1,907,705	1,385,047	8,890					
Textiles, Clothing, and Equipment	\$13,740,107	\$3,035,763	\$2,485,112	\$2,286,810	\$5,932,422					
Fuels and Lubricants	1,125,574	204,056	50,006	100,009	771,509					
Miscellaneous Hard Goods	2,880,430	52,959	19,812	23,371	584,027					
Construction	2,005,122	6,133	14,550	15,219	2,844,528					
All Actions of \$10,000 or Less	2,385,388	441,534	366,105	309,810	887,673					
	4,663,424	1,051,770	982,672	341,183	9,763					
		1,279,317	1,051,967	1,497,218	834,922					
FISCAL YEAR 1981										
ALL BUSINESS FIRMS FOR WORK IN THE U.S.										
MAJOR HARD GOODS (SUB-TOTAL)										
Aircraft										
Missile and Space Systems										
Ships										
Tank-Automotive										
Weapons										
Ammunition										
Electronics & Communications Equip.										
SERVICES										
ALL OTHER (SUB-TOTAL)										
Subsistence										
Textiles, Clothing, and Equipment										
Fuels and Lubricants										
Miscellaneous Hard Goods										
Construction										
All Actions of \$10,000 or Less										



# AWARDS FOR RESEARCH, DEVELOPMENT, TEST AND EVALUATION WORK

The net value of military prime contract awards for research, development, test, and evaluation work (RDT&E) for fiscal years 1959 through 1978 are shown in Table 7.

The total dollar value of RDT&E awards, excluding awards for work outside the United States and orders to other government agencies, amounted to \$8,612 million in fiscal year 1978 and accounted for 16.0 percent of all military procurement. In fiscal year 1977, the comparable dollar amount was \$7,826 million which was 16.8 percent of the total awards.

Between fiscal years 1959 and 1963 there was an annual increase in the dollar value of awards for RDT&E work. Following two years of decline, awards for RDT&E procurement increased to \$6,436 million in fiscal year 1968. After two years of decline to \$5,399 million in fiscal year 1970, awards for RDT&E increased in each subsequent year to \$6,266 million in fiscal year 1973, declined in fiscal year 1974 to \$5,775 million, again increased to \$6,257 million in fiscal year 1975, to \$6,726 million during fiscal year 1976, to \$7,826 million in fiscal year 1977, and to \$8,612 million during fiscal year 1978.

Contract awards for RDT&E by procurement program are shown for fiscal years 1959 through 1978 in Table 8. The percentages shown represent the proportions the RDT&E awards in each program are of the totals shown in Table 6.

The following table distributes the RDT&E dollars awarded to business firms and educational and non-profit institutions for fiscal year 1978 and shows that 3.9 percent was awarded for research, 88.5 percent for development, and 7.6 percent for management and support. Corresponding percentages for fiscal year 1977, respectively, were 4.3 percent, 87.6 percent, and 8.1 percent.

Small business firms in fiscal year 1978 acquired 6.1 percent of all prime contracts for RDT&E work receiving 29.2 percent of all research contracts, 5.1 percent of the development contracts, and 13.6 percent of the contracts for management and support.

RESEARCH, DEVELOPMENT, TEST, AND EVALUATION AWARDS  
FISCAL YEARS 1977 AND 1978

(Amounts in Millions)

TYPE OF CONTRACTOR	TOTAL		RESEARCH		DEVELOPMENT		MANAGEMENT AND SUPPORT	
	FY 1977	FY 1978	FY 1977	FY 1978	FY 1977	FY 1978	FY 1977	FY 1978
TOTAL	<u>\$7,911.3</u>	<u>\$8,697.0</u>	<u>\$337.2</u>	<u>\$337.7</u>	<u>\$6,920.1</u>	<u>\$7,674.1</u>	<u>\$654.0</u>	<u>\$685.2</u>
Intragovernmental	64.8	52.7	4.7	2.9	49.5	41.5	10.6	8.3
For Work Outside the United States	20.0	32.8	0.4	1.2	13.3	10.6	6.3	21.0
Total (except Intragovernmental and Work Outside the United States)	<u>\$7,826.4</u>	<u>\$8,611.5</u>	<u>\$332.0</u>	<u>\$333.6</u>	<u>\$6,857.4</u>	<u>\$7,622.0</u>	<u>\$637.0</u>	<u>\$655.9</u>
Total Business Firms	<u>\$7,120.9</u>	<u>\$7,828.7</u>	<u>\$178.3</u>	<u>\$161.4</u>	<u>\$6,510.0</u>	<u>\$7,228.1</u>	<u>\$432.6</u>	<u>\$439.2</u>
Small Firms	389.1	474.1	45.2	47.2	295.9	367.2	48.0	59.7
Large Firms	6,731.8	7,354.6	133.1	114.2	6,214.1	6,860.9	384.6	379.5
Percent to Small Firms	5.5%	6.1%	25.4%	29.2%	4.5%	5.1%	11.1%	13.6%
Educational & Non-Profit Institutions	705.6	782.8	153.8	172.2	347.4	393.9	204.4	216.7

Table 7  
AWARDS FOR RESEARCH, DEVELOPMENT, TEST AND EVALUATION, WORK, BY TYPE OF CONTRACTOR AND  
(Amounts in Thousands)

Type of Contractor	FY 1959	FY 1960	FY 1961	FY 1962	FY 1963	FY 1964	FY 1965
<b>TOTAL</b>							
INTRAGOVERNMENTAL FOR WORK OUTSIDE U. S.	NA	NA	16,242,550	17,153,000	16,244,824	15,831,427	16,242,550
	NA	NA	1,300	1,300	1,300	1,300	1,300
	NA	NA	1,300	1,300	1,300	1,300	1,300
<b>TOTAL, EXCEPT INTRAGOVERNMENTAL AND FOR WORK OUTSIDE U. S.</b>	15,634,057	15,631,54	16,242,550	17,153,000	16,244,824	15,831,427	16,242,550
Army	1,054,072	1,054,072	1,054,072	1,054,072	1,054,072	1,054,072	1,054,072
Navy	1,054,072	1,054,072	1,054,072	1,054,072	1,054,072	1,054,072	1,054,072
Air Force	1,054,072	1,054,072	1,054,072	1,054,072	1,054,072	1,054,072	1,054,072
<b>PERCENT OF ALL MILITARY PROCUREMENT</b>							
Army	22.64	22.64	22.64	22.64	22.64	22.64	22.64
Navy	15.2	15.2	15.2	15.2	15.2	15.2	15.2
Air Force	17.5	17.5	17.5	17.5	17.5	17.5	17.5
<b>EDUCATIONAL &amp; NON-PROFIT INSTITUTIONS</b>							
Army	340,465	340,465	340,465	340,465	340,465	340,465	340,465
Navy	21,393	21,393	21,393	21,393	21,393	21,393	21,393
Air Force	24,928	24,928	24,928	24,928	24,928	24,928	24,928
<b>PERCENT OF ALL PROCUREMENT FROM EDUCATIONAL &amp; NON-PROFIT INSTITUTIONS</b>							
Army	85.24	85.24	85.24	85.24	85.24	85.24	85.24
Navy	55.2	55.2	55.2	55.2	55.2	55.2	55.2
Air Force	27.1	27.1	27.1	27.1	27.1	27.1	27.1
<b>BUSINESS FIRMS FOR WORK IN THE UNITED STATES</b>							
Army	4,898,592	4,898,592	4,898,592	4,898,592	4,898,592	4,898,592	4,898,592
Navy	681,532	681,532	681,532	681,532	681,532	681,532	681,532
Air Force	1,159,374	1,159,374	1,159,374	1,159,374	1,159,374	1,159,374	1,159,374
<b>PERCENT OF ALL PROCUREMENT FROM BUSINESS FIRMS</b>							
Army	21.54	21.54	21.54	21.54	21.54	21.54	21.54
Navy	13.7	13.7	13.7	13.7	13.7	13.7	13.7
Air Force	16.7	16.7	16.7	16.7	16.7	16.7	16.7
<b>SMALL BUSINESS FIRMS</b>							
Army	159,962	159,962	159,962	159,962	159,962	159,962	159,962
Navy	21,635	21,635	21,635	21,635	21,635	21,635	21,635
Air Force	51,363	51,363	51,363	51,363	51,363	51,363	51,363
<b>SMALL BUSINESS PERCENT OF EDTR FOR BUSINESS FIRMS</b>							
Army	3.54	3.54	3.54	3.54	3.54	3.54	3.54
Navy	7.6	7.6	7.6	7.6	7.6	7.6	7.6
Air Force	1.7	1.7	1.7	1.7	1.7	1.7	1.7

g/ For Definitions and Coverage, See Notes on Coverage.  
NA - Not Available.

Table 7 (Continued)  
AWARDS FOR RESEARCH, DEVELOPMENT, TEST AND EVALUATION WORK, BY TYPE OF CONTRACTOR <sup>a/</sup>

(Amounts in Thousands)		FY 1966	FY 1967	FY 1968	FY 1969	FY 1970	FY 1971	FY 1972
Type of Contractor								
<b>TOTAL</b>		\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000	\$1,000,000
<b>INTRAGOVERNMENTAL</b>								
PER WORK OUTSIDE U. S.								
Army								
Navy								
Air Force								
Defense Supply Agency								
<b>TOTAL, EXCEPT INTRAGOVERNMENTAL AND FOR</b>								
<b>WORK OUTSIDE U. S.</b>								
Army								
Navy								
Air Force								
Defense Supply Agency								
<b>PERCENT OF ALL MILITARY PROCUREMENT</b>								
Army								
Navy								
Air Force								
Defense Supply Agency								
<b>EDUCATIONAL &amp; NON-PROFIT INSTITUTIONS</b>								
Army								
Navy								
Air Force								
Defense Supply Agency								
<b>PERCENT OF ALL PROCUREMENT FROM EDUCATIONAL</b>								
<b>&amp; NON-PROFIT INSTITUTIONS</b>								
Army								
Navy								
Air Force								
Defense Supply Agency								
<b>BUSINESS FIRMS FOR WORK IN THE UNITED STATES</b>								
Army								
Navy								
Air Force								
Defense Supply Agency								
<b>PERCENT OF ALL PROCUREMENT FROM</b>								
<b>BUSINESS FIRMS</b>								
Army								
Navy								
Air Force								
Defense Supply Agency								
<b>SMALL BUSINESS FIRMS</b>								
Army								
Navy								
Air Force								
Defense Supply Agency								
<b>SMALL BUSINESS PERCENT OF EDTR FOR BUSINESS</b>								
<b>FIRMS</b>								
Army								
Navy								
Air Force								
Defense Supply Agency								

<sup>a/</sup> For definitions and coverage, see Notes on Coverage.

<sup>b/</sup> Includes "Other Defense Agency" awards. Total, 11,911 Small Business Firms.

Exclusive of these awards, Small Business percentage is 6.9%.

<sup>c/</sup> Defense Supply Agency had no RDT&E contracts prior to Fiscal Year 1967.

\* Less than 0.01 percent.

Table 7 (Concluded)  
AWARDS FOR RESEARCH, DEVELOPMENT, TEST AND EVALUATION WORK, BY TYPE OF CONTRACTOR <sup>a/</sup>

(Amounts in thousands)

Type of Contractor	FY 1973	FY 1974	FY 1975	FY 1976	FY 1977	FY 1978
INTRAGOVERNMENTAL FOR WORK UNDER CONTRACT				\$6,887,536 <sup>b/</sup>	\$1,757,532 <sup>b/</sup>	\$7,911,282 <sup>b/</sup>
				124,139	104,462	64,905
				32,567	7,163	20,033
TOTAL, EXCEPT INTRAGOVERNMENTAL WORK UNDER CONTRACT						52,668
ARMY				6,726,470	1,676,307	7,886,144
NAVY				1,375,135	327,224	1,825,133
Air Force				2,410,554	516,469	2,645,643
Defense Supply Agency				2,936,378	832,614	3,355,668
				0	0	0
PERCENT OF ALL MILITARY PROGRAMS						
ARMY	16.4	16.4	16.5	17.4	16.7	16.8
NAVY	1.7	1.7	1.7	13.1	13.8	21.9
Air Force	1.5	1.5	1.5	13.3	17.0	15.2
Defense Supply Agency	0.0	0.0	0.0	24.9	27.5	20.4
				0.0	0.0	0.0
EDUCATIONAL & NONPROFIT INSTITUTIONS						
ARMY	1,373,232	1,373,232	655,159	698,190	161,731	782,832
NAVY	1,373,232	1,373,232	90,756	106,859	22,043	119,280
Air Force	1,373,232	1,373,232	260,335	275,119	58,719	360,900
Defense Supply Agency	1,373,232	1,373,232	364,098	316,172	80,569	302,659
				0	0	0
PERCENT OF ALL PROCUREMENT FROM EDUCATIONAL & NONPROFIT INSTITUTIONS						
ARMY	58.4	58.4	77.5	79.6	79.5	74.4
NAVY	1.7	1.7	57.6	61.6	58.5	79.9
Air Force	1.7	1.7	84.9	87.3	88.5	86.8
Defense Supply Agency	1.7	1.7	81.4	81.8	82.2	90.6
				0.0	0.0	63.1
				0.0	0.0	0.0
BUSINESS FIRMS FOR WORK IN THE UNITED STATES						
ARMY	1,373,232	1,373,232	5,601,401	6,028,280	1,514,576	7,828,687
NAVY	1,373,232	1,373,232	1,184,812	1,272,639	305,181	1,710,668
Air Force	1,373,232	1,373,232	1,720,042	2,135,435	457,750	2,350,979
Defense Supply Agency	1,373,232	1,373,232	2,696,627	2,680,206	751,645	2,639,282
				0	0	2,940,182
PERCENT OF ALL PROCUREMENT FROM BUSINESS FIRMS						
ARMY	16.8	16.8	15.1	16.0	15.4	14.9
NAVY	17.8	17.8	13.9	15.2	13.1	21.1
Air Force	19.1	19.1	12.9	17.6	13.7	13.7
Defense Supply Agency	0.0	0.0	25.9	23.0	25.6	19.1
				0.0	0.0	0.0
SMALL BUSINESS FIRMS						
ARMY	272,115	272,115	216,428	311,370	84,830	474,142
NAVY	107,265	107,265	106,860	106,835	26,516	150,045
Air Force	96,553	115,892	122,957	123,239	37,593	185,509
Defense Supply Agency	67,956	72,014	5,611	81,296	20,721	138,588
	341	0	0	0	0	0
SMALL BUSINESS PERCENT OF RDT&E FOR BUSINESS FIRMS						
ARMY	1.8	1.8	5.6	5.2	5.6	6.1
NAVY	2.4	2.4	9.0	8.4	8.7	6.7
Air Force	4.4	4.4	7.1	5.8	6.9	7.0
Defense Supply Agency	3.0	3.4	3.2	3.1	2.8	4.7
	100.0	6.0	0.0	0.0	0.0	0.0

<sup>a/</sup> For Definitions and Comments, See H. R. 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 214, 215, 216, 217, 218, 219, 220, 221, 222, 223, 224, 225, 226, 227, 228, 229, 230, 231, 232, 233, 234, 235, 236, 237, 238, 239, 240, 241, 242, 243, 244, 245, 246, 247, 248, 249, 250, 251, 252, 253, 254, 255, 256, 257, 258, 259, 260, 261, 262, 263, 264, 265, 266, 267, 268, 269, 270, 271, 272, 273, 274, 275, 276, 277, 278, 279, 280, 281, 282, 283, 284, 285, 286, 287, 288, 289, 290, 291, 292, 293, 294, 295, 296, 297, 298, 299, 300, 301, 302, 303, 304, 305, 306, 307, 308, 309, 310, 311, 312, 313, 314, 315, 316, 317, 318, 319, 320, 321, 322, 323, 324, 325, 326, 327, 328, 329, 330, 331, 332, 333, 334, 335, 336, 337, 338, 339, 340, 341, 342, 343, 344, 345, 346, 347, 348, 349, 350, 351, 352, 353, 354, 355, 356, 357, 358, 359, 360, 361, 362, 363, 364, 365, 366, 367, 368, 369, 370, 371, 372, 373, 374, 375, 376, 377, 378, 379, 380, 381, 382, 383, 384, 385, 386, 387, 388, 389, 390, 391, 392, 393, 394, 395, 396, 397, 398, 399, 400, 401, 402, 403, 404, 405, 406, 407, 408, 409, 410, 411, 412, 413, 414, 415, 416, 417, 418, 419, 420, 421, 422, 423, 424, 425, 426, 427, 428, 429, 430, 431, 432, 433, 434, 435, 436, 437, 438, 439, 440, 441, 442, 443, 444, 445, 446, 447, 448, 449, 450, 451, 452, 453, 454, 455, 456, 457, 458, 459, 460, 461, 462, 463, 464, 465, 466, 467, 468, 469, 470, 471, 472, 473, 474, 475, 476, 477, 478, 479, 480, 481, 482, 483, 484, 485, 486, 487, 488, 489, 490, 491, 492, 493, 494, 495, 496, 497, 498, 499, 500, 501, 502, 503, 504, 505, 506, 507, 508, 509, 510, 511, 512, 513, 514, 515, 516, 517, 518, 519, 520, 521, 522, 523, 524, 525, 526, 527, 528, 529, 530, 531, 532, 533, 534, 535, 536, 537, 538, 539, 540, 541, 542, 543, 544, 545, 546, 547, 548, 549, 550, 551, 552, 553, 554, 555, 556, 557, 558, 559, 560, 561, 562, 563, 564, 565, 566, 567, 568, 569, 570, 571, 572, 573, 574, 575, 576, 577, 578, 579, 580, 581, 582, 583, 584, 585, 586, 587, 588, 589, 590, 591, 592, 593, 594, 595, 596, 597, 598, 599, 600, 601, 602, 603, 604, 605, 606, 607, 608, 609, 610, 611, 612, 613, 614, 615, 616, 617, 618, 619, 620, 621, 622, 623, 624, 625, 626, 627, 628, 629, 630, 631, 632, 633, 634, 635, 636, 637, 638, 639, 640, 641, 642, 643, 644, 645, 646, 647, 648, 649, 650, 651, 652, 653, 654, 655, 656, 657, 658, 659, 660, 661, 662, 663, 664, 665, 666, 667, 668, 669, 670, 671, 672, 673, 674, 675, 676, 677, 678, 679, 680, 681, 682, 683, 684, 685, 686, 687, 688, 689, 690, 691, 692, 693, 694, 695, 696, 697, 698, 699, 700, 701, 702, 703, 704, 705, 706, 707, 708, 709, 710, 711, 712, 713, 714, 715, 716, 717, 718, 719, 720, 721, 722, 723, 724, 725, 726, 727, 728, 729, 730, 731, 732, 733, 734, 735, 736, 737, 738, 739, 740, 741, 742, 743, 744, 745, 746, 747, 748, 749, 750, 751, 752, 753, 754, 755, 756, 757, 758, 759, 760, 761, 762, 763, 764, 765, 766, 767, 768, 769, 770, 771, 772, 773, 774, 775, 776, 777, 778, 779, 780, 781, 782, 783, 784, 785, 786, 787, 788, 789, 790, 791, 792, 793, 794, 795, 796, 797, 798, 799, 800, 801, 802, 803, 804, 805, 806, 807, 808, 809, 810, 811, 812, 813, 814, 815, 816, 817, 818, 819, 820, 821, 822, 823, 824, 825, 826, 827, 828, 829, 830, 831, 832, 833, 834, 835, 836, 837, 838, 839, 840, 841, 842, 843, 844, 845, 846, 847, 848, 849, 850, 851, 852, 853, 854, 855, 856, 857, 858, 859, 860, 861, 862, 863, 864, 865, 866, 867, 868, 869, 870, 871, 872, 873, 874, 875, 876, 877, 878, 879, 880, 881, 882, 883, 884, 885, 886, 887, 888, 889, 890, 891, 892, 893, 894, 895, 896, 897, 898, 899, 900, 901, 902, 903, 904, 905, 906, 907, 908, 909, 910, 911, 912, 913, 914, 915, 916, 917, 918, 919, 920, 921, 922, 923, 924, 925, 926, 927, 928, 929, 930, 931, 932, 933, 934, 935, 936, 937, 938, 939, 940, 941, 942, 943, 944, 945, 946, 947, 948, 949, 950, 951, 952, 953, 954, 955, 956, 957, 958, 959, 960, 961, 962, 963, 964, 965, 966, 967, 968, 969, 970, 971, 972, 973, 974, 975, 976, 977, 978, 979, 980, 981, 982, 983, 984, 985, 986, 987, 988, 989, 990, 991, 992, 993, 994, 995, 996, 997, 998, 999, 1000.

<sup>b/</sup> Includes "Other Defense Agency" RDT&E awards.

\* Data not available.

Table 8

## AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION WORK, BY PROCUREMENT PROGRAM a/

MAJOR PROGRAM	Amount (\$000)				Percent of all Awards in each Category			
	FY 1959	FY 1960	FY 1961	FY 1962	FY '59	FY '60	FY '61	FY '62
TOTAL	NA	NA	\$6,049,597	\$6,125,096	NA	NA	23.6	20.9
INTRAGOVERNMENTAL FOR WORK OUTSIDE U.S.	NA	NA	7,806	15,595	NA	NA	0.9	1.3
	NA	NA	18,389	13,904	NA	NA	1.4	1.0
TOTAL, EXCEPT INTRAGOVERNMENTAL AND FOR WORK OUTSIDE U.S.	\$5,239,057	\$5,551,054	\$6,023,402	\$6,095,597	22.6	25.6	25.7	22.9
EDUCATIONAL AND NON-PROFIT INSTITUTIONS	340,465	316,809	373,638	425,727	85.2	83.4	86.5	85.6
BUSINESS FIRMS FOR WORK IN THE U.S. (SUB-TOTAL)	4,898,592	5,234,245	5,649,764	5,669,870	21.5	24.6	24.6	21.7
MAJOR HARD GOODS (SUB-TOTAL)	3,873,921	4,773,969	5,112,433	5,123,461	25.1	32.2	30.8	27.3
Aircraft	570,660	484,758	500,486	451,985	8.8	10.1	10.1	8.9
Missile and Space Systems	2,421,749	3,254,373	3,408,604	3,450,561	53.9	65.3	47.9	51.6
Ships	113,975	157,069	277,722	202,650	10.4	15.6	20.3	13.7
Tank-Automotive	16,140	19,594	14,626	13,022	4.6	4.9	2.5	1.2
Weapons	32,492	24,505	22,856	12,401	17.4	20.3	16.0	5.6
Ammunition	71,239	99,507	107,016	76,103	20.0	20.9	18.5	8.3
Electronics and Communications Equipment	647,666	734,163	786,123	916,739	26.2	24.3	24.9	27.7
SERVICES	883,369	241,599	311,216	320,306	47.1	18.3	28.5	29.4
OTHER (SUB-TOTAL)	141,302	218,677	226,115	226,103	2.6	4.2	4.3	3.6
Subsistence	133	537	553	205	*	0.1	0.1	*
Textiles, Clothing, and Equipage	2,558	3,493	1,375	1,372	1.4	2.0	0.5	0.3
Fuels and Lubricants	26,912	16,238	4,704	8,082	2.7	1.9	0.6	0.9
Miscellaneous Hard Goods	75,087	165,777	195,879	185,339	8.7	18.1	22.1	16.8
Construction	3,082	259	151	271	0.2	*	*	*
All Actions of Less Than \$10,000	33,530	32,373	23,453	30,834	2.2	2.1	1.4	1.5

a/ For Definitions and Coverage, see Notes on Coverage.

\* Less than 0.05 percent.

NA Not Available.

Table 8 (Continued)

AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION WORK, BY PROCUREMENT PROGRAM a/

MAJOR PROGRAM	Amount (\$000)				Percent of all Awards in each Category			
	FY 1963	FY 1964	FY 1965	FY 1966	FY '63	FY '64	FY '65	FY '66
<b>TOTAL</b>	<u>\$6,244,894</u>	<u>\$5,832,497</u>	<u>\$4,790,836</u>	<u>\$5,355,689</u>	<u>21.3</u>	<u>20.3</u>	<u>17.1</u>	<u>14.0</u>
INTRAGOVERNMENTAL FOR WORK OUTSIDE U.S.	18,343 13,908	40,630 25,288	26,743 38,291	25,305 52,953	5.3 1.1	7.2 1.9	4.4 2.8	2.5 2.1
<b>TOTAL, EXCEPT INTRAGOVERNMENTAL AND FOR WORK OUTSIDE U.S.</b>	<u>\$6,212,643</u>	<u>\$5,766,579</u>	<u>\$4,725,802</u>	<u>\$5,277,431</u>	<u>22.4</u>	<u>21.4</u>	<u>18.2</u>	<u>15.2</u>
EDUCATIONAL AND NON-PROFIT INSTITUTIONS	525,805	621,754	656,344	598,376	85.1	90.4	89.0	89.0
BUSINESS FIRMS FOR WORK IN THE U.S. (SUB-TOTAL)	<u>5,686,838</u>	<u>5,144,825</u>	<u>4,069,458</u>	<u>4,679,055</u>	<u>21.0</u>	<u>19.6</u>	<u>16.1</u>	<u>13.8</u>
MAJOR HARD GOODS (SUB-TOTAL)	5,213,051	4,681,300	3,570,997	4,090,312	27.4	26.5	21.8	19.1
Aircraft	536,177	640,948	717,434	705,329	9.8	10.6	12.4	9.4
Missile and Space Systems	3,587,292	3,111,946	2,051,526	2,339,704	53.6	55.8	48.5	56.7
Ships	198,273	141,504	59,305	72,685	11.8	9.5	3.5	5.5
Tank-Automotive	35,202	22,477	27,533	47,059	3.4	3.0	3.2	3.0
Weapons	26,144	39,593	38,569	57,447	12.2	18.7	12.9	11.5
Ammunition	113,920	76,319	53,545	123,176	12.9	11.6	7.1	4.4
Electronics and Communications Equipment	716,043	648,513	623,085	744,912	23.4	22.2	22.4	20.7
SERVICES	363,129	409,743	438,245	508,610	24.1	22.8	25.2	22.2
OTHER (SUB-TOTAL)	110,658	53,782	60,216	80,133	1.7	0.8	0.8	0.8
Subsistence	853	552	782	560	0.1	0.1	0.1	0.1
Textiles, Clothing, and Equipage	1,711	1,058	2,582	3,991	0.7	0.4	0.7	0.3
Fuels and Lubricants	1,435	1,318	1,007	799	0.2	0.2	0.1	0.1
Miscellaneous Hard Goods	76,357	31,492	25,068	41,913	6.7	3.0	2.2	1.6
Construction	562	1,378	3,085	3,461	*	0.1	0.2	0.3
All Actions of Less Than \$10,000	29,740	17,984	27,692	29,409	1.1	0.7	1.0	0.8

a/ For Definitions and Coverage, see Notes on Coverage.  
\* Less than 0.05 percent.

Table 8 (Continued)

AWARDS FOR RESEARCH, DEVELOPMENT TEST, AND EVALUATION WORK, BY PROCUREMENT PROGRAM a/

MAJOR PROGRAM	Amount (\$000)				Percent of all Awards in each Category			
	FY 1967	FY 1968	FY 1969	FY 1970	FY '67	FY '68	FY '69	FY '70
TOTAL	\$6,095,617	\$6,531,501	\$6,036,492	\$5,486,867	13.7	14.9	14.4	15.3
INTRAGOVERNMENTAL FOR WORK OUTSIDE U.S.	12,788 67,466	19,373 75,689	3,202 69,924	9,837 77,634	1.0 2.4	2.0 3.0	0.3 2.6	0.6 3.2
TOTAL, EXCEPT INTRAGOVERNMENTAL AND FOR WORK OUTSIDE U.S.	\$6,015,363	\$6,436,439	\$5,963,366	\$5,399,396	14.5	16.0	15.7	16.9
EDUCATIONAL AND NON-PROFIT INSTITUTIONS	643,474	658,474	643,276	627,247	85.1	85.3	84.7	84.8
BUSINESS FIRMS FOR WORK IN THE U.S. (SUB-TOTAL)	5,371,889	5,777,965	5,320,090	4,772,149	13.5	14.6	14.3	15.3
MAJOR HARD GOODS (SUB-TOTAL)	4,804,275	5,148,210	4,705,445	4,165,640	18.6	19.4	18.7	20.3
Aircraft	938,964	1,045,101	708,305	799,057	9.7	11.0	8.5	12.1
Missile and Space Systems	2,740,719	3,071,331	2,883,018	2,284,834	63.2	64.9	55.0	47.7
Ships	114,011	95,562	167,583	111,008	5.6	4.9	11.5	6.8
Tank-Automotive	50,162	49,482	54,631	20,558	3.5	3.5	5.6	2.1
Weapons	73,193	55,570	52,757	46,280	11.9	8.4	8.4	13.6
Ammunition	84,655	106,731	91,563	107,786	2.4	2.4	1.9	3.6
Electronics and Communications Equipment	802,571	724,433	747,588	796,117	19.3	19.4	19.9	25.2
SERVICES	489,613	559,888	550,896	546,292	16.6	17.3	18.8	18.6
OTHER (SUB-TOTAL)	78,001	69,867	63,749	60,217	0.7	0.7	0.7	0.8
Subsistence	206	152	11	83	*	*	*	*
Textiles, Clothing, and Equipage	2,784	3,040	5,289	5,558	0.2	0.4	0.8	1.4
Fuels and Lubricants	161	141	220	76	*	*	*	*
Miscellaneous Hard Goods	45,231	36,321	34,775	34,845	1.7	1.7	2.2	2.8
Construction	2,860	5,434	1,479	1,200	0.2	0.4	0.1	0.1
All Actions of Less Than \$10,000	26,759	24,779	21,975	18,455	0.7	0.7	0.7	0.6

a/ For Definitions and Coverage, see Notes on Coverage.

\* Less than 0.05 percent.



Table 8 (Continued)

AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION WORK, BY PROCUREMENT PROGRAM <sup>a/</sup>

MAJOR PROGRAM	Amount (\$000)				Percent of all Awards in each Category			
	FY 1971	FY 1972	FY 1973	FY 1974	FY '71	FY '72	FY '73	FY '74
TOTAL	\$5,558,698	\$5,865,784	\$6,307,623	\$5,836,047	16.1	15.3	17.2	14.7
INTRAGOVERNMENTAL FOR WORK OUTSIDE U.S.	14,826	25,317	16,521	31,685	1.0	1.0	0.5	0.9
	46,889	40,863	25,046	29,226	2.3	2.0	1.1	1.2
TOTAL, EXCEPT INTRAGOVERNMENTAL AND FOR WORK OUTSIDE U.S.	\$5,496,983	\$5,799,604	\$6,266,056	\$5,775,136	17.8	17.2	20.0	17.0
EDUCATIONAL AND NON-PROFIT INSTITUTIONS	592,856	631,196	609,665	627,484	84.4	84.1	82.4	77.9
BUSINESS FIRMS FOR WORK IN THE U.S. (SUB-TOTAL)	4,904,127	5,168,408	5,656,391	5,147,652	16.2	15.7	18.5	15.5
MAJOR HARD GOODS (SUB-TOTAL)	4,339,972	4,589,061	5,059,034	4,526,830	21.5	20.8	26.0	21.8
Aircraft	1,473,936	1,667,665	1,678,182	1,316,533	21.4	22.1	27.3	20.3
Missile and Space Systems	1,608,142	1,528,287	1,686,526	1,469,339	36.1	30.7	38.1	34.8
Ships	145,330	161,907	334,970	319,247	5.8	7.1	15.8	8.6
Tank-Automotive	24,077	54,804	54,607	75,111	2.9	8.4	8.6	10.4
Weapons	68,302	102,877	91,494	139,511	22.7	29.4	26.6	35.6
Ammunition	108,341	95,979	89,172	62,594	5.1	3.7	4.0	4.1
Electronics and Communications Equipment	911,844	977,542	1,124,083	1,144,495	29.8	26.4	31.8	31.0
SERVICES	516,917	520,727	532,355	553,093	19.5	19.2	19.9	20.7
OTHER (SUB-TOTAL)	47,238	58,620	65,002	67,729	0.6	0.7	0.8	0.7
Subsistence	28	0	106	32	*	0.0	*	*
Textiles, Clothing, and Equipment	2,515	2,296	3,512	5,522	0.9	0.6	1.0	1.1
Fuels and Lubricants	124	12	12	337	*	*	*	*
Miscellaneous Hard Goods	24,025	35,094	38,790	43,120	2.5	3.0	3.2	3.4
Construction	1,413	1,052	643	952	0.1	0.1	*	0.1
All Actions of Less Than \$10,000	19,133	20,166	21,939	17,766	0.6	0.6	0.6	0.5

<sup>a/</sup> For Definitions and Coverage, see Notes on Coverage.

\* Less than 0.05 percent.

Table 8 (Continued)

AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION WORK, BY PROCUREMENT PROGRAM a/

MAJOR PROGRAM	Amount (\$000)				Percent of all Awards in each Category			
	FY 1975	FY 1976	FY 1977	FY 1977	FY '75	FY '76	FY '77	FY '77
TOTAL	\$6,319,720	\$6,887,536	\$1,787,932	\$7,911,282	13.9	14.7	14.7	14.2
INTRAGOVERNMENTAL FOR WORK OUTSIDE U.S.	37,809 25,241	128,139 32,927	104,462 7,163	64,805 20,033	0.8 1.1	2.1 1.5	7.2 1.0	1.0 0.7
TOTAL, EXCEPT INTRAGOVERNMENTAL AND FOR WORK OUTSIDE U.S.	\$6,256,670	\$6,726,470	\$1,676,307	\$7,826,444	16.5	17.5	16.7	16.8
EDUCATIONAL AND NON-PROFIT INSTITUTIONS	655,189	698,190	161,731	705,566	77.5	79.6	79.5	74.4
BUSINESS FIRMS FOR WORK IN THE U.S. (SUB-TOTAL)	5,601,481	6,028,280	1,514,576	7,120,878	15.1	16.0	15.4	15.6
MAJOR HARD GOODS (SUB-TOTAL)	4,908,871	5,298,797	1,297,516	6,223,232	22.1	23.2	22.8	21.2
Aircraft	1,154,335	1,311,029	324,023	1,618,085	17.2	18.6	18.6	17.8
Missile and Space Systems	1,650,575	2,045,500	475,246	2,097,334	35.9	43.4	46.4	37.8
Ships	221,400	241,866	47,597	302,178	6.3	6.4	5.8	7.2
Tank-Automotive	92,048	84,780	18,203	224,453	9.7	6.4	5.5	12.5
Weapons	115,806	123,820	36,686	185,863	26.5	24.2	28.2	28.7
Ammunition	57,005	90,554	15,933	85,070	4.4	9.6	4.3	6.1
Electronics and Communications Equipment	1,617,702	1,401,248	379,828	1,710,249	34.6	31.3	30.1	25.8
SERVICES	618,795	644,782	186,475	784,104	20.2	20.2	17.7	23.2
OTHER (SUB-TOTAL)	73,815	84,701	30,585	113,542	0.6	0.7	1.0	0.9
Subsistence	0	18	25	39	0.0	*	*	*
Textiles, Clothing, and Equipage	6,204	9,068	1,839	8,637	1.4	1.9	1.7	1.6
Fuels and Lubricants	192	51	0	21	*	*	0.0	*
Miscellaneous Hard Goods	51,644	56,483	23,007	80,590	3.7	4.1	5.7	4.5
Construction	997	5,763	2,309	8,926	*	0.3	0.3	0.3
All Actions of Less Than \$10,000	14,778	13,318	3,405	15,329	0.4	0.3	0.3	0.4

a/ For Definitions and Coverage, see Notes on Coverage.

\* Less than 0.05 percent.

Table 8 (Concluded)

AWARDS FOR RESEARCH, DEVELOPMENT, TEST, AND EVALUATION WORK, BY PROCUREMENT PROGRAM a/

MAJOR PROGRAM	Amount (\$000)				Percent of all Awards in each Category			
	FY 1978	FY 1979	FY 1980	FY 1981	FY '78	FY '79	FY '80	FY '81
TOTAL	\$8,696,980				13.4			
INTRAGOVERNMENTAL FOR WORK OUTSIDE U.S.	52,668 32,786				0.7 0.8			
TOTAL, EXCEPT INTRAGOVERNMENTAL AND FOR WORK OUTSIDE U.S.	\$8,611,526				16.0			
EDUCATIONAL AND NON-PROFIT INSTITUTIONS	782,839				71.7			
BUSINESS FIRMS FOR WORK IN THE U.S. (SUB-TOTAL)	7,828,687				14.9			
MAJOR HARD GOODS (SUB-TOTAL)	6,833,718				19.9			
Aircraft	1,630,378				14.9			
Missile and Space Systems	2,487,946				37.9			
Ships	247,774				4.6			
Tank-Automotive	508,924				25.3			
Weapons	198,578				23.6			
Ammunition	83,497				5.3			
Electronics and Communications Equipment	1,676,621				24.3			
SERVICES	909,044				20.0			
OTHER (SUB-TOTAL)	85,925				0.6			
Subsistence	18				*			
Textiles, Clothing, and Equipage	6,349				0.9			
Fuels and Lubricants	1,444				0.1			
Miscellaneous Hard Goods	58,738				2.9			
Construction	7,503				0.3			
All Actions of \$10,000 or Less	11,873				0.3			

a/ For Definitions and Coverage, see Notes on Coverage.

\* Less than 0.05 percent.

# AWARDS BY METHOD OF PROCUREMENT

In connection with the discussions relating to "Competition" and "Formally Advertised and Other Awards," it should be noted that sealed-bid procedures are used not only for unrestricted formal advertising but also for procurements made under balance of payments restricted advertising (restricted to U.S. end products and services) and small business restricted advertising (restricted to small business firms). These procurements are conducted in the same manner as prescribed for formal advertising; however, they are classified as negotiated procurements. The effect of including small business restricted advertising and balance of payments restricted advertising in the advertised total is shown under paragraph Formally Advertised and Other Awards.

Military prime contracts awarded after solicitation and receipt of two or more responsive offers for competitive price, design, or technical proposals totaled \$20,871 million and represented 36.2 percent of the net amount of procurement (excluding intragovernmental orders) during fiscal year 1978 compared to \$18,564 million and 37.6 percent for fiscal year 1977. Competitive methods accounted for 37.8 percent of the total number of procurement transactions during fiscal year 1978. In fiscal year 1977, competitive transactions accounted for 37.4 percent of the total.

Approximately 27 percent of the value of awards during fiscal year 1978 involving solicitation of one procurement source was for supplemental or follow-on contracts placed with companies which had previously competed successfully for the price, design, or technical phase of a project or weapon system. The remaining one-source solicitations included such types of goods and services as utilities, patented or other proprietary items, experimental, developmental, test or research work, and industrial mobilization in the interest of national defense. Table 10 provides a general indication of the type of items for which only one source was solicited, and further demonstrates that substantial use of competitive procedures is made even when sealed-bid (formally advertised) methods are not employed.

Formally Advertised and Other Awards. Table 11 shows the dollar volume of procurement placed with small business and other contractors through unrestricted formal advertising and other statutory authority during

fiscal years 1977 and 1978, and Table 12 shows similar information for fiscal years 1951 through 1978. During fiscal year 1978, 6.8 percent of total procurement was obtained by unrestricted formal advertising methods, compared to 8.0 percent in the preceding year.

If small business restricted advertising and balance of payments restricted advertising are included in the total of advertised awards, the comparable dollar values and percentages for fiscal years 1977 and 1978 are as follows:

	(\$ Amounts in Millions)			
	FY 1977		FY 1978	
	Amount	%	Amount	%
Total Procurement Except Intragovernmental	\$49,363	100.0	\$57,718	100.0
All Advertising	5,891	12.0	6,233	10.8
Unrestricted Formal Advertising	3,927	8.0	3,918	6.8
Small Business Restricted Advertising	1,957	4.0	2,310	4.0
Balance of Payments Restricted Advertising	7	*	5	*

Statutory Authority. Tables 13, 14, and 15 present data on the detailed types of procurement authority specified in Title 10, Section 2304(a) of the United States Code.

The five clauses used most extensively to negotiate contracts during fiscal year 1978 were (10) "Impractical to Secure Competition by Formal Advertising"; (14) "Technical or Specialized Supplies Requiring Substantial Initial Investment or Extended Period of Preparation for Manufacture"; (11) "Experimental, Developmental, Test, or Research"; (1) "National Emergency"; and (2) "Public Exigency."

Small business and labor surplus set-asides totaled \$3,350 million during fiscal year 1978 and represents 5.8 percent of the total. This compares with \$2,847 million and 5.8 percent of total in the the previous year.

Table 14 shows a total of 10,500,805 procurement actions during fiscal year 1978, an increase of 180,664 in the total number from the same period last year. Of this year's total, 97.4 percent or 10,231,607 were for \$10,000 and less. Last year, actions of \$10,000 and less numbered 10,075,593, accounting for 97.6 percent of all actions.

Of the 269,198 larger actions over \$10,000 in the current year, 30,087 were for intragovernmental awards. Of the remaining 239,111 actions, 47.2 percent were for new contracts or supplemental awards for additional supplies or services, while the remainder were delivery orders or modifications such as price redeterminations or incremental funding actions which were pursuant to the terms of existing contracts. Five negotiation clauses accounted for 72.7 percent of the total number of contracts of over \$10,000: (10) "Impractical to Secure Competition by Formal Advertising," 35.2 percent; (1) "National Emergency," 14.0 percent; (9) "Perishable or Non-Perishable Subsistence," 10.2 percent; (2) "Public Exigency," 6.7 percent; and (11) "Experimental, Developmental, Test, and Research," 6.6 percent.

CHART IV

# COMPETITION IN MILITARY PROCUREMENT

FISCAL YEAR 1978

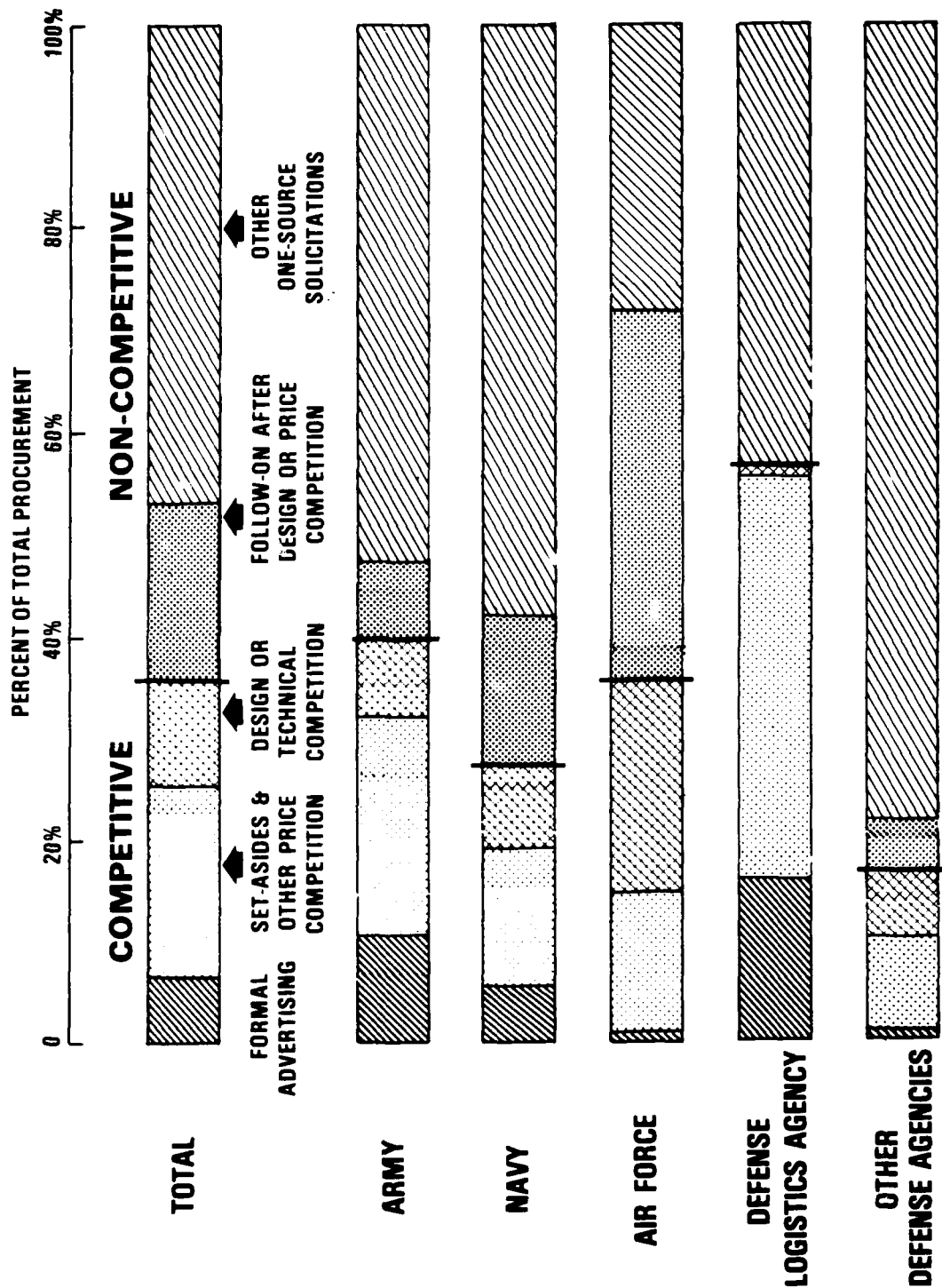


TABLE 9  
COMPETITION IN MILITARY PROCUREMENT FISCAL YEAR 1978 A/

TYPE OF COMPETITION	NET VALUE (IN THOUSANDS)											
	FISCAL YEAR 1977			FISCAL YEAR 1978			FISCAL YEAR 1977			FISCAL YEAR 1978		
	AMOUNT	- PCT	TOTAL	AMOUNT	- PCT	TOTAL	AMOUNT	- PCT	ARMY	AMOUNT	- PCT	NAVY
INTRAGOVERNMENTAL	\$55,571,616	-----		\$65,104,850	-----		\$12,015,141	-----		\$14,022,522	-----	
TOTAL, EXCEPT INTRAGOVERNMENTAL	6,208,151	-----		7,467,821	-----		1,552,790	-----		2,344,795	-----	
COMPETITIVE (SUB-TOTAL)	4,936,346	100.0		57,177,929	100.0		10,462,351	100.0		11,677,727	100.0	
FORMALLY ADVERTISED	18,563,004	37.6		20,870,625	36.2		4,412,719	42.2		4,660,447	39.9	
SMALL BUSINESS + LABOR SURPLUS AREA SET-ASIDES	3,527,458	6.0		3,918,119	6.8		1,558,689	14.4		1,280,569	10.3	
OTHER PRICE COMPETITION	2,947,041	5.0		3,349,973	5.8		832,612	8.0		753,863	6.0	
DESIGN OR TECHNICAL COMPETITION	6,074,775	13.1		7,551,338	13.1		1,228,692	11.7		1,580,658	12.9	
	5,314,330	10.8		6,051,195	10.5		844,726	8.1		984,357	7.7	
NON-COMPETITIVE (SUB-TOTAL)	30,799,061	62.4		36,847,204	63.8		6,053,632	57.8		7,017,280	58.1	
FOLLOW-ON AFTER PRICE OR DESIGN COMPETITION	8,949,130	13.1		9,761,058	16.9		687,896	6.6		869,332	7.4	
OTHER ONE-SOURCE SOLICITATIONS	21,850,731	44.3		27,086,146	46.9		5,365,736	51.3		6,147,948	52.7	
AIR FORCE	\$17,955,013	-----		\$19,913,487	-----		\$ 6,779,195	-----		\$ 8,197,574	-----	
TOTAL	2,604,376	-----		3,857,380	-----		109,816	-----		170,777	-----	
INTRAGOVERNMENTAL	15,350,637	100.0		16,856,099	100.0		6,603,379	100.0		8,026,737	100.0	
COMPETITIVE (SUB-TOTAL)	5,258,023	34.3		6,822,451	35.7		4,033,177	61.0		4,539,808	56.6	
FORMALLY ADVERTISED	251,524	1.6		236,731	1.4		1,239,137	18.3		1,290,523	16.1	
SMALL BUSINESS + LABOR SURPLUS AREA SET-ASIDES	548,008	3.6		599,321	3.6		703,444	10.7		887,108	11.1	
OTHER PRICE COMPETITION	1,474,449	3.6		1,668,764	9.9		2,118,307	32.1		2,357,932	29.4	
DESIGN OR TECHNICAL COMPETITION	2,983,991	19.4		3,517,635	20.9		289	0.0		4,245	8.1	
NON-COMPETITIVE (SUB-TOTAL)	10,092,014	65.8		10,833,648	64.3		2,575,202	39.0		3,486,989	43.4	
FOLLOW-ON AFTER PRICE OR DESIGN COMPETITION	5,735,091	37.4		5,790,396	36.4		163	0.0		1,488	0	
OTHER ONE-SOURCE SOLICITATIONS	4,357,523	28.4		5,043,252	29.9		2,576,039	39.0		3,485,501	43.4	
DEFENSE LOGISTICS AGENCY	\$ 1,237,997	-----		\$ 1,237,997	-----		\$ 1,237,997	-----		\$ 1,237,997	-----	
OTHER DEFENSE AGENCIES	97,455	-----		80,875	-----		80,875	-----		80,875	-----	
TOTAL	1,151,447	-----		1,151,447	-----		1,151,447	-----		1,151,447	-----	
COMPETITIVE (SUB-TOTAL)	198,299	17.2		198,299	17.2		176,825	15.3		176,825	15.3	
FORMALLY ADVERTISED	8,350	0.7		8,350	0.7		5,303	0.5		5,303	0.5	
SMALL BUSINESS + LABOR SURPLUS AREA SET-ASIDES	3,212	0.3		3,212	0.3		7,622	0.7		7,622	0.7	
OTHER PRICE COMPETITION	112,952	9.8		112,952	9.8		97,312	8.4		97,312	8.4	
DESIGN OR TECHNICAL COMPETITION	73,785	6.4		73,785	6.4		66,588	5.8		66,588	5.8	
NON-COMPETITIVE (SUB-TOTAL)	953,148	82.8		953,148	82.8		953,148	82.8		953,148	82.8	
FOLLOW-ON AFTER PRICE OR DESIGN COMPETITION	54,427	4.7		54,427	4.7		91,235	7.9		91,235	7.9	
OTHER ONE-SOURCE SOLICITATIONS	898,721	78.1		898,721	78.1		809,862	76.8		809,862	76.8	

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.  
B/ LESS THAN 0.05 PERCENT.  
NOTE - PERCENTAGES MAY NOT ADD DUE TO ROUNDING.



TABLE 9 (CONCLUDED)  
COMPETITION IN MILITARY PROCUREMENT FISCAL YEAR 1978 A/

TYPE OF COMPETITION	NUMBER OF PROCUREMENT ACTIONS											
	FISCAL YEAR 1977			FISCAL YEAR 1978			FISCAL YEAR 1977			FISCAL YEAR 1978		
	NUMBER	-	PCT	NUMBER	-	PCT	NUMBER	-	PCT	NUMBER	-	PCT
TOTAL												
INTRAGOVERNMENTAL												
TOTAL, EXCEPT INTRAGOVERNMENTAL	13,320,141			10,507,805			2,933,454			3,021,191		
	773,425			800,373			229,271			230,430		
COMPETITIVE (SUB-TOTAL)	9,546,716	100.0		9,780,432	100.0		2,760,103	100.0		2,790,761	100.0	
FORMALLY ADVERTISED	5,573,716	37.4		3,668,947	37.8		671,701	24.3		709,745	25.4	
SMALL BUSINESS + LABOR SURPLUS AREA SET-ASIDES	647,914	6.8		659,641	6.8		47,155	1.7		51,078	1.8	
OTHER PRICE COMPETITION	552,129	5.8		521,542	5.4		102,457	3.7		131,109	4.7	
DESIGN OR TECHNICAL COMPETITION	2,364,128	24.8		2,377,903	24.5		520,357	18.9		525,760	18.8	
	911.5	3.1		9,801	0.1		1,732	0.1		1,798	0.1	
NON-COMPETITIVE (SUB-TOTAL)	5,373,300	52.6		6,031,485	62.2		2,006,482	75.7		2,081,010	74.6	
FOLLOW-ON AFTER PRICE OR DESIGN COMPETITION	16,688	0.2		19,594	0.2		1,243	0.1		1,101	0.1	
OTHER ONE-SOURCE SOLICITATIONS	5,956,312	62.4		6,011,891	62.0		2,007,239	75.6		2,079,919	74.5	
AIR FORCE												
TOTAL	3,746,153			3,970,903			1,137,584			1,076,332		
	303,477			321,008			36,348			46,803		
TOTAL, EXCEPT INTRAGOVERNMENTAL	3,442,626	100.0		3,655,895	100.0		1,101,236	100.0		1,027,449	100.0	
COMPETITIVE (SUB-TOTAL)	1,799,477	52.3		1,932,962	52.9		606,721	55.1		568,465	57.3	
FORMALLY ADVERTISED	527,345	15.3		529,447	14.5		12,661	1.2		13,210	1.3	
SMALL BUSINESS + LABOR SURPLUS AREA SET-ASIDES	278,144	9.1		295,057	8.1		61,450	5.6		81,034	7.9	
OTHER PRICE COMPETITION	989,745	28.0		1,103,842	30.2		532,607	48.4		494,195	48.1	
DESIGN OR TECHNICAL COMPETITION	440.3	0.1		4,616	0.1		3	0.0		26	0.0	
NON-COMPETITIVE (SUB-TOTAL)	1,642,749	47.7		1,722,933	47.1		494,515	44.9		438,984	42.7	
FOLLOW-ON AFTER PRICE OR DESIGN COMPETITION	12,995	0.4		15,145	0.4		10	0.0		35	0.0	
OTHER ONE-SOURCE SOLICITATIONS	1,629,754	47.3		1,707,788	46.7		494,505	44.9		438,928	42.7	
NAVY												
TOTAL	2,361,286			2,361,286			2,361,286			2,361,286		
	180,787			180,787			180,787			180,787		
TOTAL, EXCEPT INTRAGOVERNMENTAL	2,174,862	100.0		2,174,862	100.0		2,174,862	100.0		2,174,862	100.0	
COMPETITIVE (SUB-TOTAL)	481,500	22.1		481,500	22.1		481,500	22.1		481,500	22.1	
FORMALLY ADVERTISED	59,653	2.7		59,653	2.7		59,653	2.7		59,653	2.7	
SMALL BUSINESS + LABOR SURPLUS AREA SET-ASIDES	114,071	5.3		114,071	5.3		114,071	5.3		114,071	5.3	
OTHER PRICE COMPETITION	241,401	11.2		241,401	11.2		241,401	11.2		241,401	11.2	
DESIGN OR TECHNICAL COMPETITION	3,188	0.2		3,188	0.2		3,188	0.2		3,188	0.2	
NON-COMPETITIVE (SUB-TOTAL)	1,739,441	80.4		1,739,441	80.4		1,739,441	80.4		1,739,441	80.4	
FOLLOW-ON AFTER PRICE OR DESIGN COMPETITION	3,119	0.1		3,119	0.1		3,119	0.1		3,119	0.1	
OTHER ONE-SOURCE SOLICITATIONS	1,736,322	80.3		1,736,322	80.3		1,736,322	80.3		1,736,322	80.3	
OTHER DEFENSE AGENCIES												
TOTAL	62,932			62,932			62,932			62,932		
	19,545			19,545			19,545			19,545		
TOTAL, EXCEPT INTRAGOVERNMENTAL	63,407	100.0		63,407	100.0		63,407	100.0		63,407	100.0	
COMPETITIVE (SUB-TOTAL)	14,276	22.5		14,276	22.5		14,276	22.5		14,276	22.5	
FORMALLY ADVERTISED	1,067	1.7		1,067	1.7		1,067	1.7		1,067	1.7	
SMALL BUSINESS + LABOR SURPLUS AREA SET-ASIDES	271	0.4		271	0.4		271	0.4		271	0.4	
OTHER PRICE COMPETITION	12,765	20.1		12,765	20.1		12,765	20.1		12,765	20.1	
DESIGN OR TECHNICAL COMPETITION	173	0.3		173	0.3		173	0.3		173	0.3	
NON-COMPETITIVE (SUB-TOTAL)	49,131	77.5		49,131	77.5		49,131	77.5		49,131	77.5	
FOLLOW-ON AFTER PRICE OR DESIGN COMPETITION	194	0.3		194	0.3		194	0.3		194	0.3	
OTHER ONE-SOURCE SOLICITATIONS	48,937	77.2		48,937	77.2		48,937	77.2		48,937	77.2	

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.  
B/ LESS THAN 0.05 PERCENT.  
NOTE - PERCENTAGES MAY NOT ADD DUE TO ROUNDING.



TABLE 10 (CONCLUDED)

## COMPETITION IN MILITARY PROCUREMENT BY STATUTORY AUTHORITY FISCAL YEAR 1978 A/

(AMOUNTS IN THOUSANDS)

S T A T U T O R Y   A U T H O R I T Y (10 U.S.C. 2384(a))	M O N - C O M P E T I T I V E									
	T O T A L			F O L L O W - O N			O T H E R   O N E   S O U R C E			
	FY 1977 AMOUNT (A)	FY 1978 AMOUNT (A)	PCT (A)	FY 1977 AMOUNT (A)	FY 1978 AMOUNT (A)	PCT (A)	FY 1977 AMOUNT (A)	FY 1978 AMOUNT (A)	PCT (A)	FY 1978 AMOUNT (A)
<b>TOTAL</b>										
<b>INTRAGOVERNMENTAL</b>										
TOTAL, EXCEPT INTRAGOVERNMENTAL	\$30,799,807	\$36,847,197	83.8	\$8,949,130	\$9,751,058	18.1	\$21,850,737	\$27,086,139	44.3	\$46.9
FORMALLY ADVERTIZED	0	0	0.0	0	0	0.0	0	0	0.0	0
OTHER AUTHORITY (SUB-TOTAL)	30,799,807	36,847,197	83.8	8,949,130	9,751,058	18.1	21,850,737	27,086,139	44.3	50.4
(1) NATIONAL EMERGENCY	33,596	45,283	1.4	7,549	18,238	3.5	24,047	26,965	0.8	0.8
(2) PUBLIC EMERGENCY	2,616,149	2,475,115	86.5	843,359	1,023,071	35.8	1,766,790	1,452,044	59.4	50.7
(3) PURCHASES NOT MORE THAN \$10,000	1,889,292	1,716,439	84.3	0	0	0.0	1,889,292	1,716,439	62.8	64.3
(4) PERSONAL OR PROFESSIONAL	135,060	113,017	73.3	5,981	8,328	5.4	129,079	105,289	72.4	67.9
(5) SERVICES OF EDUCATIONAL INSTITUTIONS	504,335	558,493	96.6	9,017	8,057	1.4	496,318	550,436	96.5	95.2
(6) PURCHASES OUTSIDE U. S.	973,422	1,155,627	44.3	46,749	54,975	2.1	926,673	1,100,652	43.2	42.2
(7) MEDICINE OR MEDICAL SUPPLIES	110,236	128,145	74.7	89	1,400	0.9	110,147	126,665	75.4	73.9
(8) SUPPLIES PURCHASED FOR AUTHORIZED RESALE	392,668	431,552	82.8	30	0	0.0	392,658	431,552	83.1	82.8
(9) PERISHABLE OR NON-PERISHABLE SUBSISTENCE	1,097,182	1,177,180	64.9	48	228	*	1,097,134	1,176,872	61.1	64.9
(10) IMPRACTICAL TO SECURE COMPETITION BY FORMAL ADVERTISING	12,058,057	15,017,369	78.1	3,134,864	2,354,385	13.7	8,923,193	12,652,984	56.1	65.8
(11) EXPERIMENTAL, DEVELOPMENTAL, TEST OR RESEARCH	3,935,311	4,184,743	59.2	1,255,929	1,443,838	18.3	2,740,382	2,704,107	39.3	38.2
(12) CLASSIFIED PURCHASES	123,731	123,586	3.5	34,786	24,578	17.6	85,945	105,038	43.8	51.5
(13) TECHNICAL EQUIPMENT REQUIRING STANDARDIZATION AND INTERCHANGEABILITY OF PARTS	201,467	182,620	85.6	137	16,045	7.5	201,030	166,575	85.1	78.1
(14) TECHNICAL OR SPECIALIZED SUPPLIES REQUIRING SUBSTANTIAL INITIAL INVESTMENT OR EXTENDED PERIOD OF PREPARATION FOR MANUFACTURE	5,366,978	7,914,053	87.5	3,333,675	4,331,377	48.5	1,973,303	3,522,676	33.5	38.9
(15) NEGOTIATION AFTER ADVERTISING	222	1,350	100.0	54	13	1.3	168	1,337	37.2	99.0
(16) PURCHASES TO KEEP FACILITIES AVAILABLE IN THE INTEREST OF NATIONAL DEFENSE OR INDUSTRIAL MOBILIZATION	1,227,252	1,128,019	41.4	233,256	348,547	12.8	1,023,996	779,472	45.1	28.6
(17) OTHERWISE AUTHORIZED BY LAW	385,169	488,166	84.4	6,887	21,130	3.7	379,582	467,066	79.3	88.6

TABLE 11

FORMALLY ADVERTISED AND OTHER AWARDS BY DEPARTMENT FISCAL YEAR 1978 A/

(AMOUNTS IN THOUSANDS)

TYPE OF CONTRACTOR	FISCAL YEAR 1977					FISCAL YEAR 1978				
	TOTAL B/	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	TOTAL B/	ARMY	NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY
TOTAL	\$55,573,616	\$12,015,141	\$17,504,270	\$17,965,013	\$6,779,195	\$65,104,056	\$14,022,522	\$21,802,365	\$19,913,407	\$8,197,574
INTRAGOVERNMENTAL	6,206,151	1,552,790	1,880,294	2,604,376	109,816	7,467,021	2,344,795	1,796,686	3,057,368	170,777
TOTAL, EXCEPT INTRAGOVERNMENTAL	49,367,465	10,462,351	15,783,976	15,350,637	6,669,379	57,717,029	11,677,727	20,005,759	16,856,039	8,026,797
FORMALLY ADVERTISED	3,927,628	1,506,689	954,884	251,525	1,209,137	3,918,119	1,208,509	1,181,946	236,731	1,290,523
OTHER	45,439,837	8,955,662	14,829,172	15,099,112	5,460,242	53,798,910	10,477,150	18,823,813	16,619,308	6,736,274
FOR WORK OUTSIDE THE U. S.	2,819,895	767,879	253,946	752,184	1,027,879	4,010,760	854,274	309,187	973,660	1,043,039
FORMALLY ADVERTISED	58,365	12,940	31,086	7,870	8,549	96,416	16,773	45,876	17,629	16,138
OTHER	2,761,530	754,939	222,940	744,314	1,021,330	3,914,344	837,501	263,311	956,031	1,026,921
EDUCATIONAL AND NON-PROFIT INSTITUTIONS	94,360	125,887	319,591	434,490	3,358	1,092,242	137,491	398,184	479,682	6,787
FORMALLY ADVERTISED	234	135	18	84	22	1,303	715	133	106	390
OTHER	94,126	125,752	319,573	434,406	3,336	1,090,939	136,776	398,051	479,576	6,397
BUSINESS FIRMS FOR WORK IN THE U. S. (SUB-TOTAL)	45,595,210	9,568,585	15,210,439	14,161,963	5,578,142	52,614,827	10,685,962	19,295,308	15,482,757	6,176,951
FORMALLY ADVERTISED	3,860,854	1,493,644	923,780	283,571	1,222,566	3,820,320	1,183,081	1,135,917	214,996	1,273,935
OTHER	41,726,351	8,074,941	14,286,659	13,928,392	4,355,576	48,794,507	9,502,881	18,162,451	15,267,761	4,902,956
SMALL BUSINESS FIRMS	8,913,497	2,329,868	2,356,442	1,688,758	2,405,447	10,101,310	2,703,458	2,634,510	1,982,724	2,704,256
FORMALLY ADVERTISED	1,346,187	341,945	329,934	92,163	574,808	1,603,409	373,962	445,914	90,967	685,757
OTHER	7,567,310	1,987,923	2,026,508	1,596,595	1,827,679	8,497,901	2,329,506	2,188,596	1,891,757	2,018,501
OTHER BUSINESS FIRMS	36,681,723	7,238,717	12,853,997	12,475,205	3,171,595	42,513,517	7,982,414	16,663,886	13,500,033	3,472,693
FORMALLY ADVERTISED	2,522,672	1,151,699	593,846	151,408	623,694	2,216,471	509,119	690,023	126,029	688,238
OTHER	34,159,051	6,087,018	12,260,151	12,323,797	2,547,897	40,297,046	7,473,295	15,973,863	13,372,004	2,804,455
FORMALLY ADVERTISED AS A PERCENT OF TOTAL, EXCLUDING INTRAGOVERNMENTAL BUSINESS FIRMS FOR WORK IN THE U. S.	8.7	14.4	6.0	1.6	14.3	6.8	10.3	5.9	1.4	10.1
	8.5	15.6	6.1	1.7	21.6	7.3	11.1	5.9	1.4	20.6

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.

B/ INCLUDES "OTHER DEFENSE AGENCY AWARDS".

Table 12

FORMALLY ADVERTISED AND OTHER AWARDS (BY FISCAL YEAR) a

[illegible]

For definitions and coverage, see Notes on Coverage.

Table 12 (Continued)  
FORMALLY ADVERTISED AND OTHER AWARDS (BY FISCAL YEAR) a/

(Amounts in Millions)	Type of Contractor	FY 1961	FY 1962	FY 1963	FY 1964	FY 1965	FY 1966	FY 1967	FY 1968	FY 1969	FY 1970
	GOV.	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00
	INTEAS VERBENDAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	TOTAL, EXCEPT INTEAS VERBENDAL	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00
	Formally Advertised	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00	1,550.00
	Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	FY 1962 INTEAS VERBENDAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Formally Advertised	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	EDUCATIONAL AND RESEARCH INSTITUTIONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Formally Advertised	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	BUSINESS FIRMS AND NON-PROFIT ORGANIZATIONS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Formally Advertised	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Small Business Firms	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Formally Advertised	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Other Business Firms	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Formally Advertised	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	FORMALLY ADVERTISED AND A REBUTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Total Excluding Intra-System Business	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Business Firms for a REBUTAL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

a/ For definitions and coverage, see Notes on Coverage.  
\* Less than \$500,000.

TABLE 12 (Concluded)

## FORMALLY ADVERTISED AND OTHER AWARDS (BY FISCAL YEAR) a

(Amounts in Millions)	TYPE OF CONTRACTOR	FY 1971	FY 1972	FY 1973	FY 1974	FY 1975	FY 1976	FY 1977	FY 1978	FY 1979
	TOTAL								\$65,185	
									7,467	
									51,718	
									3,918	
									53,800	
									4,011	
									97	
									3,914	
									1,092	
									1	
									1,091	
									52,615	
									3,820	
									48,795	
									10,101	
									1,604	
									8,497	
									42,514	
									2,217	
									40,297	
									6.82	
									7.3	

a. For definitions and coverage, see Notes on Coverage.

b. Includes awards for the Civilian Health and Medical Program of the Uniformed Services (CHAMPUS).

Not included elsewhere in this table. FY 1973, \$316 Million; FY 1974, \$342 Million; FY 1975, \$354 Million; FY 1976 \$14 million; FY 1977, \$742 million.

\* LESS THAN \$50,000.

TABLE 13  
AWARDS BY STATUTORY AUTHORITY FISCAL YEAR 1978 A/  
(AMOUNTS IN THOUSANDS OF DOLLARS)

STATUTORY AUTHORITY (10 U.S.C. 2304(a))	FISCAL YEAR 1977					FISCAL YEAR 1978								
	TOTAL B/ AMOUNT		ARMY		NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY	TOTAL B/ AMOUNT		ARMY		NAVY	AIR FORCE	DEFENSE LOGISTICS AGENCY
	PERCENT	AMOUNT	PERCENT	AMOUNT	AMOUNT	AMOUNT	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	AMOUNT	AMOUNT	AMOUNT
TOTAL		55,571,610		12,015,141	17,504,270	17,955,013	6,779,195		65,194,850		14,022,522	21,802,365	19,913,487	8,197,574
INTRAGOVERNMENTAL		6,200,151		1,552,790	1,800,294	2,604,376	169,816		7,467,021		2,344,795	1,796,606	3,057,388	170,777
TOTAL, EXCEPT INTRAGOVERNMENTAL		49,363,465	100.0	10,462,351	15,703,976	15,350,637	6,609,379		57,717,829	100.0	11,677,727	20,005,759	16,856,099	8,026,797
FORMALLY ADVERTISED		3,927,454	6.8	1,506,689	954,804	251,525	1,209,137		3,918,119	6.8	1,200,569	1,181,940	236,731	1,290,523
OTHER AUTHORITY (SUB-TOTAL)		45,436,017	92.0	8,955,662	14,749,172	15,099,112	5,400,242		53,799,710	93.2	10,477,158	18,823,813	16,619,368	6,736,274
(1) NATIONAL EMERGENCY (SUB-TOTAL)		2,853,834	5.8	833,095	753,265	548,203	711,053		3,354,963	5.8	1,055,610	885,469	599,567	891,085
(A) LABOR SURPLUS AREA AND INDUSTRY SET-ASIDES		135,276	0.4	31,866	65,682	3,421	120,254		183,176	0.3	5,534	12,333	1,482	151,661
(B) SMALL BUSINESS SET-ASIDES		2,653,765	5.4	828,746	687,583	544,677	565,145		3,166,791	5.5	1,049,269	793,116	597,839	723,447
(C) BALANCE OF PAYMENTS PROGRAM		6,797	0	483	0	135	6,109		4,998	0	767	0	246	3,977
(2) PUBLIC AGENCY		2,972,118	6.0	1,220,717	534,501	1,157,905	53,444		2,482,052	5.0	974,156	761,624	1,079,227	42,691
(3) PURCHASES NOT MORE THAN \$10,000		2,563,102	5.2	704,551	733,074	527,537	567,117		2,667,790	4.6	679,987	768,767	561,029	605,100
(4) PERSONAL OR PROFESSIONAL SERVICES		138,188	0.3	103,520	15,829	17,083	44		155,084	0.3	106,094	23,416	22,866	73
(5) SERVICES OF EDUCATIONAL INSTITUTIONS		514,420	1.0	67,497	253,098	175,049	531		577,943	1.0	74,523	295,678	188,736	466
(6) PURCHASES OUTSIDE U.S.		2,143,434	4.3	712,039	136,922	806,947	607,584		2,611,423	4.5	824,334	160,706	790,007	833,407
(7) MEDICINES OR MEDICAL SUPPLIES		146,113	0.3	3,971	9,311	3,142	124,074		171,458	0.3	4,272	5,367	4,782	156,629
(8) SUPPLIES PURCHASED FOR AUTHORIZED RESALE		472,504	1.0	189,245	35,470	142,478	64,415		521,303	0.9	178,046	65,816	190,242	87,199
(9) PERISHABLE OR NON-PERISHABLE SUBSISTENCE		1,795,517	3.6	403,827	140,259	576,535	675,540		1,813,080	3.1	408,728	122,778	619,517	562,014
(10) IMPRACTICAL TO SECURE COMPETITION BY FORMAL ADVERTISING		15,405,404	32.2	1,694,340	5,227,897	5,496,014	4,419,136		14,219,475	33.3	2,559,682	7,175,682	5,585,177	3,413,846
(11) EXPERIMENTAL, DEVELOPMENTAL, TEST OR RESEARCH		6,867,855	13.9	1,356,434	2,169,941	3,019,410	0		7,071,299	12.3	1,533,129	2,229,293	3,803,516	1,227
(12) CLASSIFIED PURCHASES		14,279	0.0	9,586	13,060	423	0		24,417	0.0	10,682	9,724	461	0
(13) TECHNICAL EQUIPMENT REQUIRING STANDARDIZATION AND INTERCHANGEABILITY OF PARTS		236,241	0.5	8,517	206,464	12,291	4,414		213,315	0.4	662	180,201	32,035	367
(14) TECHNICAL OR SPECIALIZED SUPPLIES REQUIRING SUBSTANTIAL INITIAL INVESTMENT OR CALCULATED PERIOD OF PREPARATION FOR NEGOTIATION AFTER ADVERTISING		5,064,636	11.9	633,104	1,588,040	1,467,647	0		9,010,124	13.7	1,051,614	4,475,493	3,522,617	0
(15) NEGOTIATION AFTER ADVERTISING		492	0	43	124	241	0		1,350	0	0	13	1,382	1
(16) PURCHASES TO KEEP FACILITIES AVAILABLE IN THE INTEREST OF NATIONAL DEFENSE OR INDUSTRIAL MOBILIZATION		2,274,974	4.6	673,435	1,044,247	335,415	13,347		2,275,715	4.7	811,876	1,523,474	356,030	32,661
(17) OTHERWISE AUTHORIZED BY LAW		470,340	1.0	127,210	171,775	77,005	694,242		594,227	1.0	13,774	219,442	102,177	115,668

A/ FOR DEFINITIONS AND COVERAGE, SEE STATUTORY AUTHORITY.  
B/ INCLUDES "OTHER DEFENSE AGENCY" AWARDS.  
\* LESS THAN 0.05 PERCENT.  
NOTE - PERCENTAGES MAY NOT ADD DUE TO ROUNDING.



TABLE 14  
AWARDS BY STATUTORY AUTHORITY FISCAL YEAR 1978 A/  
NUMBER OF PROCUREMENT ACTIONS

	TOTAL				ACTIONS OF \$10,000 OR LESS				ACTIONS OVER \$10,000			
	FISCAL YEAR 1977		FISCAL YEAR 1978		FISCAL YEAR 1977		FISCAL YEAR 1978		FISCAL YEAR 1977		FISCAL YEAR 1978	
	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT	NUMBER	PERCENT
STATUTORY AUTHORITY (10 U.S.C. 2304(a))												
TOTAL	10,320,141		10,500,805		10,075,593		10,231,607		244,548		259,198	
INTRAGOVERNMENTAL	773,425		800,373		746,443		770,286		26,982		30,087	
TOTAL, EXCEPT INTRAGOVERNMENTAL	9,546,716	100.0	9,700,432	100.0	9,329,150	100.0	9,461,321	100.0	217,566	100.0	229,111	100.0
FORMALLY ADVERTISED	647,914	6.8	659,641	6.8	626,180	6.7	635,265	6.7	21,734	10.0	24,376	10.2
OTHER AUTHORITY (SUB-TOTAL)	8,898,802	93.2	9,040,791	93.2	8,702,970	93.3	8,826,056	93.3	195,832	90.0	204,735	89.8
(1) NATIONAL EMERGENCY	553,827	5.8	625,727	6.5	524,591	5.6	592,187	6.3	29,236	13.4	33,540	14.0
(2) PUBLIC EMERGENCY	79,211	0.8	74,986	0.8	63,710	3.7	58,985	0.6	15,501	7.1	16,000	6.7
(3) PURCHASES NOT MORE THAN \$10,000	5,873,962	61.5	5,602,212	57.8	5,873,962	63.0	5,602,212	59.2	0	0.0	0	0.0
(4) PERSONAL OR PROFESSIONAL SERVICES	8,956	0.1	15,111	0.2	7,074	3.1	12,404	0.1	1,882	0.9	3,707	1.6
(5) SERVICES OF EDUCATIONAL INSTITUTIONS	14,731	0.2	24,355	0.3	10,458	3.1	19,900	0.2	4,273	2.0	4,455	1.9
(6) PURCHASES OUTSIDE U.S.	679,684	7.1	686,599	7.1	668,151	7.2	674,375	7.1	11,533	5.3	12,223	5.1
(7) MEDICINES OR MEDICAL SUPPLIES	7,031	0.1	8,428	0.1	4,346	*	3,607	*	2,585	1.2	2,821	1.2
(8) SUPPLIES PURCHASED FOR AUTHORIZED RESALE	212,469	2.2	234,983	2.4	205,208	2.2	227,385	2.4	7,261	3.3	7,598	3.2
(9) PERISHABLE OR NON-PERISHABLE SUBSISTENCE	985,204	10.3	1,221,479	12.6	959,598	10.3	1,197,065	12.7	25,605	11.8	24,414	10.2
(10) IMPRACTICAL TO SECURE COMPETITION BY FORMAL ADVERTISING	436,794	4.6	493,215	5.1	364,082	3.9	409,018	4.3	72,712	33.4	84,197	35.2
(11) EXPERIMENTAL, DEVELOPMENTAL, TEST OR RESEARCH	16,724	0.2	16,509	0.2	743	*	705	*	15,981	7.3	15,804	6.6
(12) CLASSIFIED PURCHASES	789	*	1,514	*	3	*	728	*	786	0.4	786	0.3
(13) TECHNICAL EQUIPMENT REQUIRING STANDARDIZATION AND INTERCHANGEABILITY OF PARTS	416	*	709	*	227	*	544	*	183	0.1	165	0.1
(14) TECHNICAL OR SPECIALIZED SUPPLIES REQUIRING SUBSTANTIAL INITIAL INVESTMENT OR EXTENDED PERIOD OF PREPARATION FOR MFG.	2,999	*	3,545	*	216	*	343	*	2,783	1.3	3,202	1.3
(15) NEGOTIATION AFTER ADVERTISING	49	*	11	*	39	*	4	*	10	*	7	*
(16) PURCHASES TO KEEP FACILITIES AVAILABLE IN THE INTEREST OF NATIONAL DEFENSE OR INDUSTRIAL MOBILIZATION	2,431	*	2,470	*	503	*	733	*	1,426	0.9	1,937	0.8
(17) OTHERWISE AUTHORIZED BY LAW	23,525	0.2	29,738	0.3	20,059	3.2	25,859	0.3	3,466	1.5	3,879	1.6

TABLE 14 (CONCLUDED)

STATUTORY AUTHORITY (13 U.S.C. 2306 (A))	NEW ADOK						JELLYBY ORDERS						MODIFICATIONS					
	FISCAL YEAR 1977			FISCAL YEAR 1978			FISCAL YEAR 1977			FISCAL YEAR 1978			FISCAL YEAR 1977			FISCAL YEAR 1978		
	NUMBER	PERCENT	NA	NUMBER	PERCENT	NA	NUMBER	PERCENT	NA	NUMBER	PERCENT	NA	NUMBER	PERCENT	NA	NUMBER	PERCENT	NA
TOTAL	104,338	100.0	NA	112,849	100.0	NA	77,853	100.0	NA	88,268	100.0	NA	35,375	100.0	NA	37,994	100.0	NA
INTRAGOVERNMENTAL			NA			NA			NA			NA			NA			NA
TOTAL, EXCEPT INTRAGOVERNMENTAL	14,660	14.1	16,804	14.2	3,819	4.9	74,034	95.1	4,605	5.3	83,653	94.7	3,255	9.2	3,707	9.8		
FORMALLY ADVERTISED	89,678	85.9	96,845	85.8									32,120	90.8	34,287	90.2		
OTHER AUTHORITY (SUB-TOTAL)	22,183	21.3	25,505	22.6									2,300	6.5	2,709	7.1		
(1) NATIONAL EMERGENCY	8,238	7.9	8,145	7.2									2,627	7.4	2,655	7.0		
(2) PUBLIC EMERGENCY		0.0		0.0									0	0.0	0	0.0		
(3) PURCHASES NOT MORE THAN \$10,000	1,228	1.2	2,835	2.5									559	1.6	697	1.8		
(4) PERSONAL OR PROFESSIONAL SERVICES	2,399	2.3	2,365	2.1									773	2.2	967	2.4		
(5) SERVICES OF EDUCATIONAL INSTITUTIONS	4,264	4.1	4,710	4.2									1,223	3.4	1,386	3.6		
(6) PURCHASES OUTSIDE U.S.	2,095	2.0	2,068	1.8									9	*	12	*		
(7) MEDICINES OR MEDICAL SUPPLIES	32	*	22	*									8	*	4	*		
(8) SUPPLIES PURCHASED FOR AUTHORIZED RESALE	16,504	10.1	7,714	6.8									16,683	18.9	17	*		
(9) PERISHABLE OR NON-PERISHABLE SUBSISTENCE																		
(10) IMPRACTICAL TO SECURE COMPETITION BY	27,330	26.2	32,152	28.5									14,445	40.8	15,250	40.1		
FORMAL ADVERTISING	8,403	8.1	8,065	7.1									6,580	18.6	6,762	17.6		
(11) EXPERIMENTAL, DEVELOPMENTAL, TEST OR	574	0.6	524	0.5									68	0.2	74	0.2		
RESEARCH	63	0.1	36	*									60	0.2	53	0.1		
(12) CLASSIFIED PURCHASES																		
(13) TECHNICAL EQUIPMENT REQUIRING STANDARDIZATION																		
AND INTERCHANGEABILITY OF PARTS																		
(14) TECHNICAL OR SPECIALIZED SUPPLIES REQUIRING																		
SUBSTANTIAL INITIAL INVESTMENT OR																		
EXTENDED PERIOD OF PREPARATION FOR MFG.																		
(15) NEGOTIATION AFTER ADVERTISING	406	0.4	545	0.5									1,697	4.8	1,764	4.6		
(16) PURCHASES TO KEEP FACILITIES AVAILABLE	6	*	1	*									2	*	0	*		
IN THE INTEREST OF NATIONAL DEFENSE																		
OR INDUSTRIAL MOBILIZATION	384	0.4	330	0.3									519	1.5	600	1.6		
(17) OTHERWISE AUTHORIZED BY LAW	1,513	1.5	1,828	1.6									1,248	3.5	1,457	3.8		

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.  
\* LESS THAN 0.05 PERCENT.

NOTE - PERCENTAGES MAY NOT ADD DUE TO ROUNDING.



Table 15 (Continued)

## AWARDS BY STATUTORY AUTHORITY (By Fiscal Year) a/

(Amounts in Thousands)

Statutory Authority (10 U. S. C. 2304 (a))	FY 1967		FY 1968		FY 1969		FY 1970		FY 1971	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
<b>TOTAL</b>	<b>1,337,354.13</b>		<b>2,537,532.00</b>		<b>3,412,846.84</b>		<b>1,577,777.22</b>		<b>1,500,000.00</b>	
INTRA-GOVERNMENTAL	1,000,000.00		2,211.36		1,019,235		1,000,000.00		1,000,000.00	
TOTAL, EXCEPT INTRA-GOVERNMENTAL	337,354.13	100.0	326,173.24	100.0	40,767,631	100.0	25,777,222	100.0	2,500,000.00	100.0
FORMALLY ADVERTISED	5,771,470	1.7	7,000,000	11.5	4,493,997	11.0	5,993,911	11.0	4,993,911	11.0
OTHER AUTHORITY (SUB-TOTAL)	37,500,000	7.4	27,371,711	22.5	36,273,034	89.6	20,111,500	78.1	15,455,000	61.8
(1) National Emergency (Sub-Total)	2,114,431	4.4	2,192,371	5.0	2,486,161	5.1	1,704,424	4.1	1,414,424	3.4
(a) Labor Surplus Area & Industry Set-Aside	100,000	0.3	100,000	0.3	100,000	0.3	100,000	0.3	100,000	0.3
(b) Small Business Set-Asides E/	1,227,937	4.2	1,703,740	4.0	1,697,391	4.2	1,000,000	2.7	1,000,000	2.7
(c) Balance of Payments Program	177,639	0.4	2,869,199	0.6	163,254	0.4	100,000	0.4	100,000	0.4
(2) Public Exigency	6,025,574	13.4	2,443,032	12.7	4,450,434	10.9	1,000,000	3.9	1,000,000	3.9
(3) Purchases Not More than \$2,500	1,841,300	4.2	1,113,064	3.8	1,583,323	3.9	1,411,500	5.5	1,411,500	5.5
(4) Personal or Professional Services	40,500	0.2	70,000	0.2	64,500	0.2	11,500	0.2	11,500	0.2
(5) Services of Educational Institutions	453,455	1.1	46,012	1.1	435,725	1.1	41,500	1.1	41,500	1.1
(6) Purchases Outside U. S.	2,263,460	5.2	1,877,500	4.6	2,175,524	5.3	1,000,000	3.9	1,000,000	3.9
(7) Medicines or Medical Supplies	144,514	0.3	1,333,333	0.3	143,749	0.4	1,000,000	3.9	1,000,000	3.9
(8) Supplies Purchased for Authorized Resale	218,701	0.5	232,400	0.4	248,711	0.6	1,000,000	3.9	1,000,000	3.9
(9) Perishable or Non-Perishable Subsistence	1,176,015	2.7	1,132,646	2.7	1,147,409	2.8	1,000,000	3.9	1,000,000	3.9
(10) Impractical to Secure Competition by Formal Advertising	7,521,549	17.3	7,557,034	17.2	7,755,906	19.0	7,000,000	19.0	7,000,000	19.0
(11) Experimental, Developmental, Test or Research	4,548,162	11.2	4,433,616	11.5	4,730,394	11.7	4,000,000	11.7	4,000,000	11.7
(12) Classified Purchases	124,100	0.4	156,555	0.4	120,199	0.3	11,500	0.3	11,500	0.3
(13) Technical Equipment Requiring Standardization and Interchangeability of Parts	142,000	0.3	33,333	0.2	24,766	0.2	10,000	0.2	10,000	0.2
(14) Technical or Specialized Supplies Requiring Substantial Initial Investment or Extended Period of Preparation for Manufacture	6,300,000	15.4	7,446,250	15.5	6,110,887	15.0	6,000,000	15.0	6,000,000	15.0
(15) Negotiation After Advertising	4,200	0.0	200	0.0	6,760	0.0	0	0.0	0	0.0
(16) Purchases to Keep Facilities Available in the Interest of National Defense or Industrial Mobilization	1,245,400	7.4	4,400,000	17.3	4,770,610	11.7	7,000,000	11.7	7,000,000	11.7
(17) Otherwise Authorized by Law	62,000	1.4	4,700	1.1	31,306	0.8	3,000	0.8	3,000	0.8

a/ For Definitions and Coverage, See Notes on Coverage.

b/ Includes Joint Small Business Set-Asides.

c/ Less Than 0.05 percent.

Table 15 (CONTINUED)

## AWARDS BY STATUTORY AUTHORITY (By Fiscal Year) a/

(Amounts in Thousands)

Statutory Authority (10 U.S.C. 2304 (a))	FY 1972		FY 1973		FY 1974		FY 1975		FY 1976	
	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent	Amount	Percent
INTRAGOVERNMENTAL	\$2,700,601		\$26,914,703		\$4,131,124		\$49,798,298		\$46,934,231	
TOTAL, EXCEPT INTRAGOVERNMENTAL	1,548,948	100.0%	3,038,079	100.0%	3,300,449	100.0%	5,040,592	100.0%	6,194,527	100.0%
FORMALLY ADVERTISED	25,764,133	10.3	33,565,600	10.8	36,408,616	8.4	40,363,334	8.5	40,726,190	7.9
OTHER AUTHORITY (SUB-TOTAL)	1,424,533	59.7	3,627,256	59.2	3,069,142	91.6	3,437,111	91.5	3,232,425	92.1
(1) National Emergency (Sub-Total)	26,472,114	5.3	29,938,344	5.6	33,339,474	4.8	36,926,223	5.4	37,493,765	5.2
(a) Labor Surplus Area & Industry Set-Aside	1,885,189	0.7	1,864,135	0.6	1,744,343	0.3	2,176,297	0.2	2,236,956	0.3
(b) Small Business Set-Asides b/	235,779	0.7	320,235	0.9	101,750	0.3	73,461	0.2	125,465	0.3
(c) Balance of Payments Program	1,648,911	4.5	1,719,231	5.1	1,617,285	4.4	2,083,105	5.2	2,076,455	5.2
(d) Combined Small Business/Labor Surplus Area Set-Aside	34,109	0.1	20,956	0.1	11,909	*	10,779	*	7,148	*
(2) Public Exigency	1,775,532	5.0	5,313	*	13,399	0.1	8,952	*	27,848	*
(3) Purchases Not More than \$1,000 d/	1,499,895	4.2	1,955,232	5.8	1,817,503	5.0	2,321,632	5.8	2,201,035	5.4
(4) Personal or Professional Services	86,904	0.2	80,633	0.2	86,952	0.2	100,815	0.2	94,772	0.2
(5) Services of Educational Institutions	447,622	1.3	417,776	1.2	385,462	1.1	417,552	1.0	457,811	1.1
(6) Purchases Outside U. S.	1,614,831	4.5	1,750,833	5.2	1,829,644	5.0	2,067,788	5.1	1,991,045	4.9
(7) Medicines or Medical Supplies	127,843	0.4	130,568	0.4	151,541	0.4	139,016	0.3	118,901	0.3
(8) Supplies Purchased for Authorized Resale	313,138	0.9	346,914	1.0	417,476	1.1	487,139	1.2	505,368	1.2
(9) Perishable or Non-Perishable Subsistence	1,209,617	3.4	1,364,403	4.1	1,625,609	4.5	1,633,710	4.0	1,652,151	4.1
(10) Impractical to Secure Competition by Formal Advertising	8,664,756	24.3	8,116,595	24.2	12,376,447	34.0	13,049,409	32.3	13,198,452	32.4
(11) Experimental, Developmental, Test or Research	4,593,859	12.8	5,104,635	15.2	4,984,910	13.7	5,072,798	12.6	5,784,100	14.2
(12) Classified Purchases	94,242	0.3	115,778	0.3	132,773	0.4	142,576	0.4	140,190	0.3
(13) Technical Equipment Requiring Standardization and Interchangeability of Parts	127,714	0.4	67,545	0.2	119,577	0.3	136,182	0.3	94,129	0.2
(14) Technical or Specialized Supplies Requiring Substantial Initial Investment or Extended Period of Preparation for Manufacture	6,669,238	18.7	4,905,213	14.6	4,442,385	12.2	4,858,539	12.0	4,356,169	10.7
(15) Negotiation After Advertising	166,726	0.5	2,928	*	108,870	0.3	3,911	*	316	*
(16) Purchases to Keep Facilities Available in the Interest of National Defense or Industrial Mobilization	2,033,162	5.7	1,829,630	5.5	1,370,803	3.8	1,548,435	3.8	1,854,346	4.6
(17) Otherwise Authorized by Law	733,652	2.1	351,304	1.0	373,395	1.0	567,148	1.4	345,326	0.8

a/ For Definitions and Coverage, See Notes on Coverage.

b/ Includes Joint Small Business Set-Asides.

c/ Includes Awards for the Civilian Health and Medical Program of the Uniformed Services (CHAMUS), FY 1973, \$316,024; FY 1974, \$382,059; FY 1975 \$354,012, FY 1976 \$13,514

\* Less than 0.05-percent; this was changed from \$2,500 to \$10,000

TABLE 15 (CONCLUDED)  
AWARDS BY STATUTORY AUTHORITY (BY FISCAL YEAR) A/

(AMOUNTS IN THOUSANDS)	STATUTORY AUTHORITY (U.S.C. 2304(A))	FY 1977		FY 1977		FY 1978		FY 1979		FY 1980	
		AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT	AMOUNT	PERCENT
INTRAGOVERNMENTAL	TOTAL	100,000.00	C/	100,000.00		65,184,850					
TOTAL, EXCEPT INTRAGOVERNMENTAL		1,000,000.00		1,000,000.00		7,467,021					
FORMALLY ADVERTISED		100,000.00	100.00	100,000.00	100.00	57,117,829	100.00				
OTHER AUTHORITY (SUB-TOTAL)		9,999,999.99	9.99	9,999,999.99	9.99	3,918,119	6.8				
(1) NATIONAL EMERGENCY (SUB-TOTAL)		10,000,000.00	10.00	10,000,000.00	10.00	53,799,110	93.2				
(A) LABOR SURPLUS AREA & INDUSTRY SET-ASIDE		2,354,963	2.35	2,354,963	2.35	2,354,963	5.8				
(B) SMALL BUSINESS SET-ASIDES		183,176	0.18	183,176	0.18	183,176	0.3				
(C) BALANCE OF PAYMENTS PROGRAM		3,124,749	3.12	3,124,749	3.12	3,124,749	5.4				
(D) COMBINED SMALL BUSINESS/LABOR SURPLUS AREA SET-ASIDE		4,990	0.00	4,990	0.00	4,990	*				
(2) PUBLIC EXIGENCY		42,048	0.42	42,048	0.42	42,048	0.1				
(3) PURCHASES NOT MORE THAN \$10,000		2,862,052	2.86	2,862,052	2.86	2,862,052	5.0				
(4) PERSONAL OR PROFESSIONAL SERVICES		2,667,790	2.67	2,667,790	2.67	2,667,790	4.6				
(5) SERVICES OF EDUCATIONAL INSTITUTIONS		155,064	0.15	155,064	0.15	155,064	0.3				
(6) PURCHASES OUTSIDE U.S.		577,943	0.58	577,943	0.58	577,943	1.0				
(7) MEDICINES OR MEDICAL SUPPLIES		2,611,423	2.61	2,611,423	2.61	2,611,423	4.5				
(8) SUPPLIES PURCHASED FOR AUTHORIZED RESALE		172,450	0.17	172,450	0.17	172,450	0.3				
(9) PERISHABLE OR NON-PERISHABLE SUBSISTENCE		521,303	0.52	521,303	0.52	521,303	0.9				
(10) IMPRACTICAL TO SECURE COMPETITION BY FORMAL ADVERTISING		1,813,080	1.81	1,813,080	1.81	1,813,080	3.1				
(11) EXPERIMENTAL, DEVELOPMENTAL, TEST OR RESEARCH		19,219,475	19.22	19,219,475	19.22	19,219,475	33.3				
(12) CLASSIFIED PURCHASES		7,071,299	7.07	7,071,299	7.07	7,071,299	12.3				
(13) TECHNICAL EQUIPMENT REQUIRING STANDARDIZATION AND INTERCHANGEABILITY OF PARTS		204,117	0.20	204,117	0.20	204,117	0.4				
(14) TECHNICAL OR SPECIALIZED SUPPLIES REQUIRING SUBSTANTIAL INITIAL INVESTMENT OR EXTENDED PERIOD OF PREPARATION FOR MANUFACTURE		213,315	0.21	213,315	0.21	213,315	0.4				
(15) NEGOTIATION AFTER ADVERTISING		9,050,124	9.05	9,050,124	9.05	9,050,124	15.7				
(16) PURCHASES TO KEEP FACILITIES AVAILABLE IN THE INTEREST OF NATIONAL DEFENSE OR INDUSTRIAL MOBILIZATION		1,350	0.01	1,350	0.01	1,350	*				
(17) OTHERWISE AUTHORIZED BY LAW		2,726,735	2.73	2,726,735	2.73	2,726,735	4.7				
		578,227	0.58	578,227	0.58	578,227	1.0				

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.  
B/ INCLUDES JOINT SMALL BUSINESS SET-ASIDES.  
C/ INCLUDES \$742 FOR "CHAMPUS" AWARDS NOT INCLUDED ELSEWHERE IN THIS TABLE.  
\* LESS THAN 0.05 PERCENT.  
PERCENTAGES MAY NOT ADD DUE TO ROUNDING.

# AWARDS BY TYPE OF CONTRACT

## PRICING PROVISION

Tables 16 and 17 show the types of contract pricing clauses used in military procurement actions over \$10,000. During fiscal year 1978, awards totaled \$52,749 million, of which \$38,804 million or 73.6 percent was awarded under fixed-price procedures, and \$13,545 million, or 25.7 percent under cost reimbursement procedures. Other types, time and materials and labor hours, accounted for \$400 million and 0.8 percent of total.

Cost-plus-a-fixed fee (CPFF) contracts accounted for 10.8 percent of total contract awards of \$10,000 or more in fiscal year 1978 which was the same as recorded in fiscal year 1977. Use of CPFF contracts since fiscal year 1964 have ranged from a low of 9.4 percent in fiscal year 1965 to a high of 12.9 percent in fiscal year 1973. The use of incentive contracts (both fixed and cost types combined) decreased from 31.5 percent of total contract dollars in fiscal year 1977 to 29.6 percent in fiscal year 1978. The use of firm fixed-price contracts increased from 39.4 percent during fiscal year 1977 to 39.6 percent during fiscal year 1978.

The total of 239,111 actions over \$10,000 during fiscal year 1978 shown in Table 16 is divided into 112,849 original contract actions and modifications calling for additional work, and 126,262 actions representing delivery orders and modifications made pursuant to the terms of existing contracts. The overall number of procurement actions over \$10,000 increased during the current period by 9.9 percent compared with the previous year. Actions for new work increased by 8.2 percent and actions representing delivery orders and modifications pursuant to the terms of the original contract by 11.5 percent.

TABLE 16  
ANNEX 31 TYPE OF CONTRACT PRICING PROVISION FISCAL YEAR 1978 A/

TYPE OF PRICING PROVISION	NET VALUE (\$000)				NUMBER OF PROCUREMENT ACTIONS			
	FISCAL YEAR 1977		FISCAL YEAR 1978		FISCAL YEAR 1977		FISCAL YEAR 1978	
	AMOUNT	PERCENT	AMOUNT	PERCENT	TOTAL	PERCENT	NEW WORK	OTHER B/
TOTAL	\$ 55,571,616		\$ 65,184,950		10,329,141		18,560,485	
INTRAGOVERNMENTAL ACTIONS OF \$10,000 AND LESS \$/	6,208,151		7,467,421		271,425		804,373	
ACTIONS OVER \$10,000 (SUB-TOTAL) \$/	4,598,673		6,986,381		9,329,150		9,661,321	
FIXED PRICE TYPE (SUB-TOTAL)	32,649,323	72.9	38,033,542	72.6	140,515	80.5	207,977	87.0
FIRM	17,428,776	39.4	20,909,964	39.6	169,587	77.9	186,929	78.2
REDETERMINABLE	1,654,277	1.5	2,927,337	1.6	2,739	1.3	3,696	1.5
INCENTIVE	9,803,786	28.1	18,476,139	19.9	5,409	2.5	4,735	2.4
ESCALATION	5,362,584	12.8	6,690,682	12.3	18,780	5.0	11,988	4.4
COST REIMBURSEMENT TYPE (SUB-TOTAL)	11,776,725	26.3	13,945,383	25.7	26,226	11.1	25,577	18.7
NO FEE	4,818,276	2.2	5,176,487	2.2	3,454	1.7	3,851	1.6
FIXED FEE	9,124,815	11.9	5,133,722	9.7	16,804	7.7	17,697	7.6
INCENTIVE FEE	868,987	1.9	1,522,149	2.9	2,912	1.3	2,262	1.2
AWARD FEE	336,744	0.6	488,083	0.8	856	0.4	1,078	0.5
OTHER TYPES (SUB-TOTAL)	288,659	0.6	383,336	0.6	6,825	2.2	5,957	2.3
TIME AND MATERIALS	78,685	0.2	96,867	0.2	1,053	1.7	3,086	1.7
LABOR HOURS					1,222	0.6	1,591	0.7
TOTAL	\$ 22,815,414		\$ 14,826,522		2,689,454		3,821,191	
INTRAGOVERNMENTAL ACTIONS OF \$10,000 AND LESS \$/	1,952,796		2,346,795		229,271		280,430	
ACTIONS OVER \$10,000 (SUB-TOTAL) \$/	1,258,667		1,371,710		2,786,624		2,786,653	
FIXED PRICE TYPE (SUB-TOTAL)	6,718,901	73.8	7,211,199	78.0	49,612	88.1	49,736	88.6
FIRM	4,458,069	48.3	4,736,874	45.9	41,792	82.7	45,655	81.6
REDETERMINABLE	59,536	0.6	145,715	1.4	98	0.2	100	0.2
INCENTIVE	881,059	8.7	968,828	9.4	944	1.8	961	1.7
ESCALATION	1,398,243	15.2	1,361,798	13.2	2,786	5.4	3,812	5.6
COST REIMBURSEMENT TYPE (SUB-TOTAL)	2,439,456	26.5	3,033,346	29.4	5,104	10.2	5,466	9.7
NO FEE	152,657	1.7	289,179	2.8	746	1.4	734	1.3
FIXED FEE	761,430	8.1	881,982	8.6	3,039	6.0	3,923	6.3
INCENTIVE FEE	1,286,399	13.7	1,454,715	14.1	836	1.6	985	1.6
AWARD FEE	288,970	3.1	487,470	4.0	283	0.5	378	0.5
OTHER TYPES (SUB-TOTAL)	69,547	0.5	61,472	0.6	643	1.3	984	1.6
TIME AND MATERIALS	4,562	0.5	5,278	0.6	120	0.2	178	0.2
LABOR HOURS	1,885		2,144		23		35	

\* LESS THAN 0.05 PERCENT.  
NOTE - PERCENTAGES MAY NOT ADD DUE TO ROUNDING.



TABLE 16 (CONTINUED)  
AMARUS BY TYPE OF CONTRACT PRICING PROVISION FISCAL YEAR 1978 A/

TYPE OF PRICING PROVISION	NET VALUE (\$000)				NUMBER OF PROCUREMENT ACTIONS									
	FISCAL YEAR 1977		FISCAL YEAR 1978		FISCAL YEAR 1977					FISCAL YEAR 1978				
	AMOUNT	PERCENT	AMOUNT	PERCENT	TOTAL	PERCENT	NEW WORK	OTHER B/	TOTAL	PERCENT	NEW WORK	OTHER B/	TOTAL	OTHER B/
NAVY														
TOTAL	\$ 17,584,270		\$ 21,082,165		2,361,286		2,361,227		2,361,227		2,361,227		2,361,227	
INTRACONTRACTUAL ACTIONS OF \$10,000 OR LESS C/	1,888,294		1,796,086		168,424		168,424		168,424		168,424		168,424	
ACTIONS OVER \$10,000 (SUB-TOTAL) C/	14,724,217	100.0	18,693,340	100.0	62,123	100.0	26,221	33,302	70,617	100.0	38,749	39,568	70,617	39,568
FIXED PRICE TYPE (SUB-TOTAL)	9,451,467	64.2	12,451,457	66.3	43,174	79.0	21,597	27,482	55,922	79.4	28,926	31,994	55,922	31,994
FIRM	6,277,227	42.6	8,194,151	43.2	46,126	75.9	21,346	25,882	52,983	75.2	28,625	29,358	52,983	29,358
REDETERMINABLE	1,851,724	12.6	2,457,154	13.1	13,548	23.4	6,251	8,600	18,939	27.5	10,303	10,636	18,939	10,636
INCENTIVE	2,910,274	20.3	3,755,239	19.9	1,498	2.4	149	1,353	1,856	2.6	149	1,478	1,856	1,478
ESCALATION	138,913	0.9	146,878	0.8	197	0.3	99	96	236	0.3	118	126	236	126
COST REIMBURSEMENT TYPE (SUB-TOTAL)	5,135,484	34.9	6,564,919	34.7	10,442	16.6	6,691	4,351	11,246	16.0	6,196	5,850	11,246	5,850
NO FEE	328,596	2.2	319,753	1.7	1,633	2.6	1,405	228	1,640	2.3	1,379	273	1,640	273
FIXED FEE	2,831,656	19.2	3,338,977	17.5	7,388	12.4	4,275	3,213	8,198	11.6	4,612	3,586	8,198	3,586
TIME AND MATERIALS	1,465,167	10.1	2,485,965	12.4	1,421	2.3	1,167	1,138	1,458	2.1	1,167	1,138	1,458	1,138
AWARD FEE	347,259	2.4	656,197	3.5	340	0.5	84	256	492	0.7	82	410	492	410
OTHER TYPES (SUB-TOTAL)	137,296	0.9	176,764	0.9	2,302	4.2	533	2,869	3,249	4.6	625	2,624	3,249	2,624
TIME AND MATERIALS	94,371	0.6	87,195	0.5	1,616	2.3	180	1,236	1,715	2.4	233	1,482	1,715	1,482
LABOR HOURS	72,925	0.5	90,869	0.5	1,186	1.9	353	833	1,534	2.2	392	1,142	1,534	1,142
AIR FORCE														
TOTAL	\$ 17,995,013		\$ 19,913,487		3,746,193		3,746,193		3,746,193		3,746,193		3,746,193	
INTRACONTRACTUAL ACTIONS OF \$10,000 OR LESS C/	2,654,376		3,057,388		383,477		383,477		383,477		383,477		383,477	
ACTIONS OVER \$10,000 (SUB-TOTAL) C/	13,698,980	100.0	15,262,534	100.0	56,452	100.0	16,273	38,179	63,741	100.0	19,519	44,222	63,741	44,222
FIXED PRICE TYPE (SUB-TOTAL)	9,915,067	71.3	11,559,424	75.3	48,359	85.7	15,565	32,884	59,604	87.2	16,938	34,874	59,604	34,874
FIRM	3,917,330	28.2	4,777,398	31.3	42,552	75.4	14,709	27,843	49,148	77.1	15,997	33,151	49,148	33,151
REDETERMINABLE	505,724	3.6	694,810	4.6	2,075	3.7	26	2,049	2,716	4.3	23	2,693	2,716	2,693
INCENTIVE	5,152,389	37.1	5,718,554	37.5	2,903	5.1	394	2,509	2,888	4.5	468	2,420	2,888	2,420
ESCALATION	319,669	2.4	368,662	2.4	839	1.5	436	403	852	1.3	462	410	852	410
COST REIMBURSEMENT TYPE (SUB-TOTAL)	3,884,083	27.6	3,593,174	23.3	6,737	11.9	2,580	4,237	6,775	10.6	2,886	4,389	6,775	4,389
NO FEE	485,607	3.5	514,082	3.5	1,845	3.3	498	1,347	1,189	1.9	473	716	1,189	716
FIXED FEE	1,804,096	7.2	1,494,875	7.0	4,230	7.5	1,753	2,477	4,222	6.6	1,716	2,686	4,222	2,686
TIME AND MATERIALS	2,116,710	15.4	1,563,970	10.2	1,231	2.2	217	1,014	1,087	1.7	149	928	1,087	928
AWARD FEE	212,464	1.6	256,227	1.7	231	0.4	40	191	277	0.4	48	229	277	229
OTHER TYPES (SUB-TOTAL)	143,016	1.0	153,936	1.0	1,346	2.4	288	1,138	1,362	2.1	283	1,159	1,362	1,159
TIME AND MATERIALS	142,455	1.0	152,453	1.0	1,336	2.4	285	1,133	1,346	2.1	283	1,149	1,346	1,149
LABOR HOURS	861	0.0	1,483	0.0	8	0.0	3	5	14	0.0	4	10	14	10

\* LESS THAN 0.05 PERCENT.  
NOTE - PERCENTAGES MAY NOT ADD DUE TO ROUNDING.

TABLE 1b (CONCLUDED)  
ANALYSIS BY TYPE OF CONTRACT PRICING PROVISION FISCAL YEAR 1978 A/

TYPE OF PRICING PROVISION	NET VALUE (\$000)				NUMBER OF PROCUREMENT ACTIONS									
	FISCAL YEAR 1977		FISCAL YEAR 1978		FISCAL YEAR 1977		FISCAL YEAR 1978		FISCAL YEAR 1978		FISCAL YEAR 1978		FISCAL YEAR 1978	
	AMOUNT	PERCENT	AMOUNT	PERCENT	TOTAL	PERCENT	NEW WORK	OTHER B/	TOTAL	PERCENT	NEW WORK	OTHER B/	TOTAL	PERCENT
DEFENSE LOGISTICS AGENCY														
TOTAL	\$ 8,279,196	100.0	\$ 8,137,574	100.0	1,137,584	100.0	1,137,584	100.0	1,076,032	100.0	1,076,032	100.0	1,076,032	100.0
INTRAGOVERNMENTAL ACTIONS OF \$30,000 OR LESS C/	169,416	2.0	170,777	2.1	36,348	3.2	36,348	3.2	48,803	4.5	48,803	4.5	48,803	4.5
ACTIONS OVER \$30,000 (SUB-TOTAL) C/	8,109,780	98.0	8,066,797	97.9	1,101,236	96.8	1,101,236	96.8	1,027,229	95.5	1,027,229	95.5	1,027,229	95.5
FIXED PRICE TYPE (SUB-TOTAL)	5,400,381	65.3	5,364,524	65.8	43,843	3.9	43,843	3.9	46,654	4.3	46,654	4.3	46,654	4.3
FIRM	2,290,462	27.7	2,254,280	27.7	36,110	3.2	36,110	3.2	36,981	3.4	36,981	3.4	36,981	3.4
REDETERMINABLE	515	0.0	1,623	0.0	15	0.0	15	0.0	23	0.0	23	0.0	23	0.0
INCENTIVE	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
ESCALATION	5,517,604	66.7	4,610,693	56.5	6,914	0.6	6,914	0.6	7,468	0.7	7,468	0.7	7,468	0.7
COST REIMBURSEMENT TYPE (SUB-TOTAL)	1,822	0.0	1,923	0.0	15	0.0	15	0.0	27	0.0	27	0.0	27	0.0
NO FEE	512	0.0	480	0.0	2	0.0	2	0.0	2	0.0	2	0.0	2	0.0
FIXED FEE	1,310	0.0	1,443	0.0	13	0.0	13	0.0	25	0.0	25	0.0	25	0.0
INCENTIVE FEE	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
AWARD FEE	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
OTHER TYPES (SUB-TOTAL)	2,457	0.0	2,126	0.0	8	0.0	8	0.0	6	0.0	6	0.0	6	0.0
TIME AND MATERIALS	2,457	0.0	2,126	0.0	8	0.0	8	0.0	6	0.0	6	0.0	6	0.0
LABOR HOURS	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
OTHER DEFENSE AGENCIES														
TOTAL	\$ 1,237,947	100.0	\$ 1,248,982	100.0	96,714	100.0	96,714	100.0	82,452	100.0	82,452	100.0	82,452	100.0
INTRAGOVERNMENTAL ACTIONS OF \$30,000 OR LESS C/	98,475	8.0	97,455	7.8	17,305	17.9	17,305	17.9	19,345	23.5	19,345	23.5	19,345	23.5
ACTIONS OVER \$30,000 (SUB-TOTAL) C/	1,139,472	92.0	1,151,527	92.2	79,409	82.1	79,409	82.1	63,107	77.0	63,107	77.0	63,107	77.0
FIXED PRICE TYPE (SUB-TOTAL)	755,507	65.9	717,838	62.4	2,115	2.7	2,115	2.7	2,261	2.8	2,261	2.8	2,261	2.8
FIRM	693,468	61.0	668,833	58.2	2,115	2.7	2,115	2.7	2,261	2.8	2,261	2.8	2,261	2.8
REDETERMINABLE	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0	0	0.0
INCENTIVE	58,504	5.1	14,026	1.2	64	0.1	64	0.1	31	0.0	31	0.0	31	0.0
ESCALATION	2,115	0.2	3,179	0.3	64	0.1	64	0.1	31	0.0	31	0.0	31	0.0
COST REIMBURSEMENT TYPE (SUB-TOTAL)	381,110	32.2	396,143	34.4	1,728	2.2	1,728	2.2	2,083	2.5	2,083	2.5	2,083	2.5
NO FEE	29,275	2.5	34,273	2.8	228	0.3	228	0.3	260	0.3	260	0.3	260	0.3
FIXED FEE	237,784	20.0	386,148	33.4	1,634	1.9	1,634	1.9	1,723	2.1	1,723	2.1	1,723	2.1
INCENTIVE FEE	93,750	8.0	57,765	5.0	64	0.1	64	0.1	31	0.0	31	0.0	31	0.0
AWARD FEE	295	0.0	1,755	0.1	2	0.0	2	0.0	5	0.0	5	0.0	5	0.0
OTHER TYPES (SUB-TOTAL)	4,226	0.3	4,586	0.4	26	0.0	26	0.0	31	0.0	31	0.0	31	0.0
TIME AND MATERIALS	2,115	0.2	2,115	0.2	21	0.0	21	0.0	26	0.0	26	0.0	26	0.0
LABOR HOURS	1,694	0.1	2,121	0.2	5	0.0	5	0.0	6	0.0	6	0.0	6	0.0

A/ FOR DEFINITIONS AND COVERAGE, SEE NOTES ON COVERAGE.  
B/ DELIVERY ORDERS AND MODIFICATIONS PURSUANT TO THE TERMS OF THE ORIGINAL CONTRACT.  
C/ EXCLUDES INTRAGOVERNMENTAL DATA BY PRICING PROVISION ARE NOT AVAILABLE FOR ACTIONS OF \$30,000 OR LESS.  
\* LESS THAN 0.05 PERCENT.  
NOTE - PERCENTAGES MAY NOT ADD DUE TO ROUNDING.

Table 17

## AWARDS BY TYPE OF CONTRACT PRICING PROVISION (By Fiscal Year) a/

Type of Pricing Provision	FISCAL YEAR									
	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960
	Net Value									
TOTAL b										
FIXED PRICE TYPE (SUB-TOTAL)										
Firm										
Redeterminable										
Incentive										
Escalation										
COST REIMBURSEMENT AMT OTHER										
TYPES (SUB-TOTAL)										
No Fee										
Fixed Fee										
Incentive Fee										
Other d										
TOTAL b										
FIXED PRICE TYPE (SUB-TOTAL)										
Firm										
Redeterminable										
Incentive										
Escalation										
COST REIMBURSEMENT AMT OTHER										
TYPES (SUB-TOTAL)										
No Fee										
Fixed Fee										
Incentive Fee										
Other d/										
Percent										
TOTAL b										
FIXED PRICE TYPE (SUB-TOTAL)										
Firm										
Redeterminable										
Incentive										
Escalation										
COST REIMBURSEMENT AMT OTHER										
TYPES (SUB-TOTAL)										
No Fee										
Fixed Fee										
Incentive Fee										
Other d/										

a/ For definitions and coverage, See Notes on Coverage. Excludes data for the Armed Services Petroleum Purchasing Agency (ASPPA) from July 1950 through December 1951, but includes data for the Military Petroleum Supply Agency, the successor to ASPPA, beginning 1 January 1957. Excludes Army Procurement overseas prior to fiscal year 1958 and also excludes some Navy letters of intent in fiscal years 1951 and 1952 for which type of pricing provision was not determined.

b/ Represents procurement actions of \$10,000 or more excluding Intragovernmental, except for fiscal year 1951 which included Navy actions of \$5,000 or more and Army actions of \$100,000 or more.

d/ Includes Time and Materials and Labor Hour contracts.

Table 17-- (Continued)

## AWARDS BY TYPE OF CONTRACT PRICING PROVISION (By Fiscal Year) a/

Type of Pricing Provision	FISCAL YEAR									
	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970
(Amounts in Thousands)										
TOTAL	\$22,557,241	\$25,777,045	\$25,320,592	\$25,227,542	\$26,450,609	\$27,115,411	\$29,200,400	\$25,070,412	\$27,185,155	\$31,012,501
FIXED PRICE TYPE (SUB-TOTAL)	1,243,942	1,277,741	17,212,601	1,202,507	16,619,822	26,550,960	20,473,100	30,411,751	28,172,619	22,944,694
Firm	7,211,270	3,755,976	16,006,970	11,730,241	12,095,620	1,007,720	3,000,446	23,506,204	18,650,591	14,739,891
Representative	1,003,500	1,007,664	1,000,000	1,111,885	1,111,885	700,000	1,000,000	900,000	400,000	217,458
Incentive	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Escalator	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
COST REIMBURSEMENT AND OTHER TYPES (SUB-TOTAL)	21,313,300	24,500,304	8,107,991	24,025,035	10,830,787	1,564,451	8,727,300	2,658,661	2,012,536	8,067,807
No Fee	66,700	55,100	62,000	52,000	57,000	74,000	75,000	58,000	65,000	53,000
Fixed Fee	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Incentive Fee	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Award Fee	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000	1,000,000
Other b/	60,000	71,000	50,000	101,000	13,000	139,000	177,000	230,000	250,000	250,000
Percent										
TOTAL	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
FIXED PRICE TYPE (SUB-TOTAL)	7.4	10.0	67.5	7.1	7.2	27.8	70.0	121.5	103.5	74.0
Firm	3.2	14.6	63.2	4.7	5.7	27.8	68.0	115.5	99.5	47.5
Representative	4.2	3.4	3.3	4.4	4.5	2.0	1.0	1.0	1.0	0.7
Incentive	4.2	4.6	4.2	2.7	2.7	1.8	1.0	1.0	1.0	20.0
Escalator	4.2	4.6	4.2	2.7	2.7	1.8	1.0	1.0	1.0	4.9
COST REIMBURSEMENT AND OTHER TYPES (SUB-TOTAL)	92.6	90.0	32.5	92.9	92.8	72.2	30.0	78.5	96.5	26.0
No Fee	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.2	0.2	0.2
Fixed Fee	4.5	3.4	3.3	4.4	4.5	2.0	1.0	1.0	1.0	1.0
Incentive Fee	4.5	4.6	4.2	2.7	2.7	1.8	1.0	1.0	1.0	1.0
Award Fee	4.5	4.6	4.2	2.7	2.7	1.8	1.0	1.0	1.0	1.0
Other c/	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.2	0.2	0.2

a/ For information and comparison, see Table 17, "Contract Pricing Provision (By Fiscal Year) a/". The data for the Military Procurement Agency (MILPRIC) are for the period July 1960 through December 1969, but includes data for the Military Procurement Agency (MILPRIC) for the period January 1960 through December 1969. The data for the Military Procurement Agency (MILPRIC) are for the period July 1960 through December 1969, but includes data for the Military Procurement Agency (MILPRIC) for the period January 1960 through December 1969. The data for the Military Procurement Agency (MILPRIC) are for the period July 1960 through December 1969, but includes data for the Military Procurement Agency (MILPRIC) for the period January 1960 through December 1969.

b/ Represents percentage of total fixed fee, incentive fee, and award fee, except for fixed fee, which is included in the total fixed fee. The data for the Military Procurement Agency (MILPRIC) are for the period July 1960 through December 1969, but includes data for the Military Procurement Agency (MILPRIC) for the period January 1960 through December 1969.

c/ Includes Cost-Plus-Award Fee Contract type. The data for the Military Procurement Agency (MILPRIC) are for the period July 1960 through December 1969, but includes data for the Military Procurement Agency (MILPRIC) for the period January 1960 through December 1969.

d/ Includes Time and Material and Waterbar in the fixed fee category.

e/ Not available.

TABLE 17 (Concluded)

## AWARDS BY TYPE OF CONTRACT PRICING PROVISION (By Fiscal Year) a/

Type of Pricing Provision	FISCAL YEAR									
	1971	1972	1973	1974	1975	1976	1977	1978	1979	
	NET VALUE									
TOTAL	\$5,656,162	\$5,293,054	\$5,513,545	\$5,531,100	\$5,019,736	\$5,295,370	\$5,566,155	\$52,748,948		
FIXED PRICE TYPE (SUB-TOTAL)	21,921,526	23,115,679	20,732,320	23,531,100	21,019,736	21,881,233	32,640,323	38,803,542		
Firm	12,579,960	13,034,697	13,009,059	13,616,019	12,734,593	13,359,121	14,067,108	20,909,464		
Redeterminable	213,040	260,217	260,217	332,770	300,951	484,748	654,877	927,337		
Incentive	7,867,378	7,638,666	1,497,046	6,915,211	6,304,884	6,393,717	1,443,206	10,476,139		
Escalation	1,331,218	1,375,906	1,435,287	2,173,107	2,287,009	2,225,517	1,241,663	6,490,602		
COST REIMBURSEMENT AND OTHER TYPES (SUB-TOTAL)	7,760,527	9,182,179	9,111,216	8,007,000	2,999,000	2,434,137	2,926,832	13,945,306		
No Fee	659,782	1,000,763	960,023	1,016,289	960,000	1,003,000	1,000,000	1,174,687		
Fixed Fee	3,352,964	3,715,550	3,445,770	3,403,700	3,403,700	3,403,700	3,403,700	5,714,745		
Incentive Fee	2,334,282	3,231,453	3,445,770	3,403,700	3,403,700	3,403,700	3,403,700	5,133,722		
Award Fee	698,913	820,140	665,745	573,301	573,301	573,301	573,301	1,522,149		
Other d/	230,636	214,335	237,719	218,097	207,139	194,437	194,437	430,003		
PERCENT										
TOTAL	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%		
FIRM PRICE TYPE (SUB-TOTAL)	73.9	71.6	69.4	72.4	72.3	73.5	71.9	73.6		
Firm	42.4	41.8	40.2	41.9	41.1	42.3	42.4	39.6		
Redeterminable	6.7	6.8	6.8	1.0	1.0	1.3	1.6	1.8		
Incentive	76.3	74.8	72.4	71.0	71.0	71.0	71.0	71.0		
Escalation	4.5	4.8	4.4	4.6	4.6	4.6	4.6	4.6		
COST REIMBURSEMENT AND OTHER TYPES (SUB-TOTAL)	26.1	28.4	30.6	27.6	27.7	26.5	28.0	26.4		
No Fee	0.2	0.7	0.6	0.7	0.6	0.5	0.7	0.8		
Fixed Fee	11.3	11.5	11.9	11.1	10.6	10.4	10.4	10.8		
Incentive Fee	9.6	10.0	11.1	10.1	12.1	11.7	11.4	9.7		
Award Fee	2.3	2.5	2.4	2.0	1.6	1.7	2.2	2.9		
Other d/	6.7	7.7	6.6	6.7	6.6	0.5	0.6	0.8		

a/ For definitions and coverage, See Notes on Coverage. Excludes data for the Armed Services Petroleum Purchasing Agency (ASPPA) from July 1950 through December 1956, but includes data for Military Petroleum Supply Agency, the successor to ASPPA, beginning 1 January 1957. Excludes Army Procurement overseas prior to fiscal year 1958 and also excludes some Navy letters of intent in fiscal years 1951 and 1952 for which type of pricing provision was not determined.

b/ Represents procurement actions of \$10,000 or more excluding Intragovernmental, except for fiscal year 1951 which included Navy actions of \$5,000 or more and Army actions of \$100,000 or more.

d/ Excludes Time and Materials and Labor Hour contracts.

# SUBCONTRACTS

Commitments for subcontract work by 810 reporting large military contractors totaled \$17,482 million in fiscal year 1978 which was a 16.3 percent increase from the \$15,038 million reported by 737 large contractors in fiscal year 1977.

Small business firms received 40.7 percent of the total committed for subcontract work during fiscal year 1978 compared with 39.0 percent for fiscal year 1977. Comparative data for fiscal years 1969 through 1978 are shown in Table 18.

TABLE 18

## DEFENSE SMALL BUSINESS SUBCONTRACTING PROGRAM (BY FISCAL YEAR)

(Dollar Amounts in Millions)

	1969	1970	1971	1972	1973	1974	1975	1976	1977	1978
1. Number of Large Contractors Reporting	946	939	865	767	765	713	701	703	737	810
2. Military Subcontract Commitments	\$14,883	\$11,931	\$9,471	\$9,925	\$11,094	\$12,072	\$12,734	\$11,887	\$15,038	\$17,482
a. Small Business Concerns	6,046	4,378	3,292	3,457	3,971	4,609	5,002	4,475	5,863	7,115
b. Other Business Concerns	8,837	7,553	6,179	6,468	7,123	7,463	7,732	7,412	9,175	10,367
3. Percent of Total to Small Business Concerns (Line 2a :- Line 2)	40.6	36.7	34.8	34.8	35.8	38.2	39.3	37.6	39.0	40.7

**APPENDIX TABLES**



TABLE A  
AWARDS BY MONTH (WORLD-WIDE TOTAL)  
1951 - 1960

(Amounts in Millions)	Month	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960
	January	\$ 4,137	\$ 2,697	\$ 3,967	\$ 702	\$ 1,100	\$ 1,312	\$ 1,550	\$ 1,793	\$ 1,411	\$ 1,540
	February	2,681	4,113	2,004	522	1,070	1,262	1,719	1,683	1,058	1,548
	March	3,170	3,148	2,847	1,032	1,346	1,893	1,947	2,797	2,438	2,370
	January-March, Total	9,988	9,958	8,818	2,256	3,516	4,467	5,216	5,673	5,507	5,458
	April	3,115	2,249	2,776	1,173	1,542	1,129	1,833	1,763	1,442	1,541
	May	3,910	3,190	2,278	1,410	988	1,528	778	2,558	1,627	1,875
	June	8,134	12,398	6,066	3,455	3,897	4,692	2,740	5,131	4,995	4,307
	April-June, Total	15,159	17,837	11,120	6,038	6,427	7,349	5,351	9,452	8,124	7,680
	January-June, Total	25,147	27,795	19,938	8,294	9,943	11,816	10,567	15,125	13,931	13,144
	Fiscal Year, Total		43,569	31,812	13,279	16,582	19,590	21,458	24,197	25,312	23,689
	July	3,121	1,199	1,561	708	844	1,036	1,398	1,319	1,824	1,757
	August	2,373	810	750	497	901	1,479	865	1,232	1,465	1,698
	September	2,612	1,990	926	2,067	734	2,225	1,409	2,471	1,921	2,400
	July-September, Total	7,506	3,999	3,237	3,272	2,479	4,740	3,672	5,022	5,210	5,857
	October	2,464	2,047	929	1,917	1,007	1,730	1,545	1,820	1,914	1,424
	November	2,236	2,296	287	380	1,168	1,704	1,524	1,457	1,731	1,607
	December	3,568	3,532	532	1,070	3,120	2,717	2,331	3,082	1,694	2,278
	October-December, Total	8,268	7,875	1,748	3,367	5,295	6,151	5,400	6,359	5,339	5,313
	July-December, Total	15,774	11,874	4,985	6,639	7,774	10,891	9,072	11,381	10,549	11,170
	Calendar Year, Total	40,921	39,669	24,923	14,933	17,717	22,707	19,639	26,506	24,480	24,310

NOTE: Most overseas procurement during fiscal years 1951-1954 was reported on an annual basis. The amounts have been pro-rated to the individual months on an estimated basis.

TABLE A (Cont'd)  
AWARDS BY MONTH (WORLD-WIDE TOTAL)  
1961 - 1970

(Amounts in Millions)		1961	1962	1963	1964	1965	1966	1967	1968	1969	1970
Month											
January		\$ 1,781	\$ 2,990	\$ 2,320	\$ 2,328	\$ 2,029	\$ 2,957	\$ 3,318	\$ 2,973	\$ 3,275	\$ 2,773
February		1,887	1,927	2,254	2,527	1,603	2,554	3,291	2,909	3,221	2,406
March		2,437	3,019	2,800	2,204	2,578	2,988	3,034	3,077	2,560	2,560
January-March, Total		6,105	7,936	7,374	7,059	6,210	8,499	9,643	8,959	9,056	7,739
April		1,929	2,043	1,842	2,274	2,693	3,159	2,902	3,247	2,399	2,166
May		1,630	1,906	2,155	2,391	1,988	3,398	3,940	3,993	2,720	2,292
June		4,750	4,431	4,648	3,666	4,607	7,283	7,060	6,081	5,160	5,320
April-June, Total		8,309	8,380	8,645	8,331	9,288	13,840	13,902	13,321	10,279	9,778
January-June, Total		14,414	16,316	16,019	15,390	15,498	22,339	23,545	22,280	19,335	17,517
Fiscal Year . Total		25,584	29,254	29,379	28,796	27,997	38,243	44,633	43,755	41,986	35,976
July		1,597	1,653	2,044	2,328	2,355	4,114	3,721	4,371	3,524	3,342
August		1,828	1,922	2,484	1,971	2,659	3,069	3,725	3,071	2,965	2,782
September		2,252	2,248	2,928	2,474	2,798	4,208	4,282	4,601	3,313	2,608
July-September, Total		5,677	5,823	7,456	6,773	7,812	11,391	11,728	12,043	9,802	8,752
October		2,653	2,943	2,241	2,025	2,782	3,462	3,649	4,021	3,416	3,977
November		1,909	2,471	1,535	1,746	2,481	2,778	2,770	2,863	2,170	2,226
December		2,699	2,123	2,174	1,955	2,829	3,457	3,323	3,724	3,071	3,312
October-December, Total		7,261	7,537	5,950	5,726	8,092	9,697	9,747	10,608	8,657	9,515
July-December, Total		12,938	13,360	13,406	12,499	15,904	21,088	21,475	22,651	18,459	18,267
Calendar Year, Total		27,352	29,676	29,425	27,889	31,402	43,427	45,020	44,931	37,794	35,784

TABLE A (Cont'd)  
AWARDS BY MONTH (WORLD-WIDE TOTAL)  
1971 - 1980 to Date

(Amounts in Millions)	Month	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980
January		\$ 2,338	\$ 3,379	\$2,734	\$3,244	\$3,681	\$3,574	\$ 3,722	\$ 4,840		
February		2,364	2,629	2,569	2,727	3,414	2,624	3,759	3,552		
March		3,059	2,977	2,966	2,800	2,721	5,495	4,516	5,399		
January-March, Total		7,761	8,985	8,269	8,771	9,816	11,693	11,997	13,791		
April		2,285	2,249	2,067	3,207	2,987	2,747	4,145	4,630		
May		1,843	2,300	2,572	2,344	2,799	2,656	3,882	5,533		
June		4,361	5,863	5,387	6,419	7,185	7,148	3,506	5,907		
April-June, Total		8,489	10,412	10,026	11,970	12,971	12,551	11,533	16,070		
January-June, Total		16,250	19,397	18,295	20,741	22,787	24,244	23,530	29,861		
Fiscal Year, Total		34,517	38,292	36,920	40,131	45,758	46,934				
July		3,716	3,783	2,725	4,345	4,620	2,800	3,885	3,193		
August		3,213	2,871	3,468	4,539	5,444	4,101	3,924	4,017		
September		3,231	3,010	3,468	3,706	3,303	5,281	7,984	9,392		
July-September, Total		10,160	9,664	9,661	12,590	13,367	12,182	15,793	16,602		
FISCAL YEAR TOTAL							1977	55,572	65,185		
October		2,838	3,150	3,392	4,355	3,426	6,844	8,397			
November		2,638	3,101	3,207	3,300	2,772	4,686	4,757			
December		3,259	2,710	3,130	2,726	3,125	4,719	5,568			
October-December, Total		8,735	8,961	9,729	10,381	9,323	16,249	18,722			
July-December, Total		18,895	18,625	19,390	22,971	22,690	28,431	34,515			
Calendar Year, Total		35,145	38,022	37,685	43,712	45,447	52,675	58,045			

**TABLE B**  
**AWARDS TO U.S. BUSINESS FIRMS BY MONTH**  
**1951 - 1960**

(Amounts in Millions)

Month	1951	1952	1953	1954	1955	1956	1957	1958	1959	1960
<b>January</b>	\$ 4,004	\$ 2,505	\$ 3,557	\$ 581	\$ 962	\$ 1,205	\$ 1,394	\$ 1,647	\$ 1,223	\$ 1,448
<b>February</b>	2,508	3,961	1,675	416	969	1,107	1,519	939	1,483	1,366
<b>March</b>	2,974	3,003	2,521	909	1,191	1,767	1,817	2,602	2,258	2,199
<b>January-March, Total</b>	9,486	9,469	7,753	1,906	3,122	4,079	4,730	5,188	4,964	5,013
<b>April</b>	2,878	2,067	2,418	1,039	1,414	980	1,637	1,524	1,665	1,293
<b>May</b>	3,730	3,022	1,995	1,286	807	1,358	594	2,322	1,425	1,708
<b>June</b>	7,917	12,182	5,689	3,038	3,442	4,366	2,310	4,682	4,634	3,995
<b>April-June, Total</b>	14,525	17,271	10,102	5,363	5,663	6,704	4,541	8,528	7,724	6,996
<b>January-June, Total</b>	24,011	26,740	17,855	7,269	8,785	10,783	9,271	13,716	12,688	12,009
<b>Fiscal Year, Total</b>		41,482	27,822	11,448	14,930	17,750	19,133	21,827	22,744	21,302
<b>July</b>	2,946	828	1,441	622	693	841	1,114	1,067	1,534	1,524
<b>August</b>	2,180	524	585	425	771	1,325	850	1,032	1,252	1,496
<b>September</b>	1,834	1,684	810	2,012	573	2,081	1,283	2,243	1,728	2,158
<b>July-September, Total</b>	6,960	3,036	2,836	3,059	2,037	4,247	3,247	4,342	4,514	5,178
<b>October</b>	2,295	1,729	771	1,817	903	1,569	1,279	1,538	1,732	1,213
<b>November</b>	2,074	2,000	164	302	1,042	1,528	1,417	1,301	1,559	1,455
<b>December</b>	3,413	3,202	408	967	2,985	2,518	2,168	2,875	1,488	2,056
<b>October-December, Total</b>	7,782	6,931	1,343	3,086	4,930	5,615	4,864	5,714	4,779	4,724
<b>July-December, Total</b>	14,742	11,477	4,179	6,145	6,967	9,862	8,111	10,056	9,293	9,902
<b>Calendar Year, Total</b>	100,750	100,777	22,034	13,414	15,752	20,645	17,382	23,772	21,981	21,911

TABLE B (Cont'd)  
AWARDS TO U.S. BUSINESS FIRMS BY MONTH  
1961 - 1970

(Amounts in Millions)

Month	1961	1962	1963	1964	1965	1966	1967	1968	1969	1970
January	\$ 1,573	\$ 2,760	\$ 2,140	\$ 2,138	\$ 1,841	\$ 2,590	\$ 2,922	\$ 2,505	\$ 2,880	\$ 2,397
February	1,712	1,647	2,131	2,377	1,446	2,264	3,092	2,598	2,797	2,118
March	2,233	2,800	2,654	2,001	2,344	2,682	2,670	2,819	2,383	2,295
January-March, Total	5,518	7,257	6,925	6,516	5,631	7,536	8,684	7,922	8,060	6,810
April	1,780	1,757	1,714	2,124	2,478	2,922	2,578	3,005	2,128	1,928
May	1,417	1,676	2,007	2,210	1,827	2,653	3,360	3,733	2,435	1,951
June	4,375	3,930	4,244	3,292	4,192	6,420	6,410	5,499	4,535	4,480
April-June, Total	7,572	7,363	7,967	7,626	8,497	11,995	12,348	12,237	9,098	8,359
January-June, Total	13,090	14,620	14,892	14,142	14,128	19,531	21,032	20,159	17,158	15,169
Fiscal Year, Total	22,992	26,147	27,143	26,221	25,281	34,026	39,809	39,486	37,331	31,191
July	1,415	1,404	1,749	2,108	1,965	3,638	3,283	3,614	2,878	2,607
August	1,596	1,800	2,341	1,685	2,449	2,686	3,214	2,728	2,626	2,435
September	1,970	2,068	2,649	2,268	2,561	3,725	3,988	4,158	2,931	2,355
July-September, Total	4,981	5,272	6,739	6,061	6,975	10,049	10,485	10,500	8,435	7,397
October	2,349	2,774	2,083	1,764	2,595	3,088	3,353	3,668	3,094	3,693
November	1,715	2,298	1,328	1,594	2,286	2,525	2,512	2,507	1,955	1,957
December	2,482	1,907	1,929	1,734	2,639	3,115	2,977	3,498	2,538	2,888
October-December, Total	6,546	6,979	5,340	5,092	7,520	8,728	8,842	9,673	7,587	8,538
July-December, Total	11,527	12,251	12,079	11,153	14,495	18,777	19,327	20,173	16,022	15,935
Calendar Year, Total	24,617	26,871	26,971	25,295	28,623	38,308	40,359	40,332	33,180	31,114

TABLE B (Cont'd)  
AWARDS TO U.S. BUSINESS FIRMS BY MONTH  
1971 - 1980 to Date

(Amounts in Millions)

Month	1971	1972	1973	1974	1975	1976	1977	1978	1979	1980
January	\$ 2,654	\$ 3,041	\$2,129	\$2,693	\$2,939	\$2,632	\$ 3,045	\$ 4,007		
February	2,083	2,335	2,169	2,351	2,711	2,135	3,030	2,987		
March	2,682	2,627	2,644	2,222	2,254	3,961	3,784	4,517		
January-March, Total	6,819	8,003	6,942	7,266	7,904	8,723	9,959	11,511		
April	2,046	1,977	1,623	2,596	2,657	2,267	3,632	3,300		
May	1,663	2,014	1,994	1,970	2,347	2,149	3,012	3,999		
June	3,745	4,475	3,348	5,357	5,724	5,640	2,890	5,152		
April-June, Total	7,454	8,466	7,965	9,923	10,729	10,096	9,534	12,451		
January-June, Total	14,273	16,469	14,907	17,189	18,763	18,824	19,493	23,962		
Fiscal Year, Total	30,208	33,007	30,647	33,234	37,115	37,594				
July	2,994	3,121	2,126	3,333	3,941	1,928	2,718	2,520		
August	2,843	2,376	2,934	3,611	4,771	3,651	3,389	3,030		
September	3,007	2,510	2,760	3,115	2,565	4,260	6,676	7,533		
July-September, Total	8,884	8,007	7,820	10,059	11,277	9,839	12,783	13,083		
FISCAL YEAR TOTAL						1977	45,595	52,615		
October	2,519	2,718	2,892	3,353	2,827	5,478	7,113			
November	2,303	2,690	2,604	2,763	2,128	4,007	4,086			
December	2,872	2,325	2,729	2,177	2,538	3,834	4,371			
October-December, Total	7,694	7,733	8,225	8,293	7,493	13,319	15,570			
July-December, Total	16,538	16,740	16,045	18,352	18,770	23,158	28,353			
Calendar Year, Total	30,811	32,209	30,952	35,541	37,533	41,982	47,846			

**TABLE C**  
**DOD ORDERS PLACED AGAINST GENERAL SERVICES ADMINISTRATION SUPPLY SCHEDULES**  
**NUMBER OF PROCUREMENT ACTIONS AND NET VALUE**

Fiscal Year	Total		Actions of Less than \$10,000		Actions of \$10,000 or More	
	Number	Net Value (\$000)	Number	Net Value (\$000)	Number	Net Value (\$000)
1964 - Total	547,097	\$584,040	543,324	\$171,112	3,773	\$412,928
Army	316,406	215,557	314,840	68,004	1,566	147,553
Navy	95,446	127,314	94,631	38,418	815	88,896
Air Force	126,192	219,283	125,051	54,392	1,135	164,891
DSA	9,053	21,886	8,796	10,298	257	11,588
1965 - Total	627,205	\$468,300	622,955	\$200,501	4,250	\$267,792
Army	331,568	136,532	330,175	66,993	1,393	69,539
Navy	142,188	118,663	141,276	55,886	912	62,777
Air Force	139,413	181,255	137,935	63,458	1,478	117,797
DSA	14,036	31,850	13,569	14,164	467	17,686
1966 - Total	630,092	\$545,101	625,038	\$239,732	5,954	\$325,369
Army	340,128	176,047	337,963	82,222	2,165	93,826
Navy	14,304	134,610	140,332	70,392	974	63,618
Air Force	127,040	193,942	125,398	64,068	1,642	129,874
DSA	18,518	41,101	17,345	23,050	1,173	38,051
1967 - Total	672,506	\$611,248	666,188	\$271,664	7,317	\$339,974
Army	345,924	206,727	342,642	96,412	2,342	111,836
Navy	164,822	170,411	164,307	88,116	1,315	62,535
Air Force	122,508	211,411	120,606	62,999	1,617	104,915
DSA	19,252	44,700	17,551	23,737	2,043	60,688
1968 - Total	695,103	\$639,825	691,521	\$275,185	6,582	\$364,640
Army	391,535	227,213	389,072	103,381	2,463	123,832
Navy	173,242	180,600	171,690	97,154	1,552	83,416
Air Force	115,798	171,950	114,413	66,421	1,385	115,429
DSA	17,528	60,062	16,346	18,099	1,182	41,963

**TABLE C (Continued)**  
**DOD ORDERS PLACED AGAINST GENERAL SERVICES ADMINISTRATION SUPPLY SCHEDULES**  
**NUMBER OF PROCUREMENT ACTIONS AND NET VALUE**

Fiscal Year	Total		Actions of Less than \$10,000		Actions of \$10,000 or More	
	Number	Net Value (\$000)	Number	Net Value (\$000)	Number	Net Value (\$000)
1969 - Total	530,651	\$710,570	522,432	\$280,131	8,219	\$430,439
Army	216,912	261,307	213,954	101,948	2,958	159,359
Navy	168,617	185,564	166,859	96,442	1,758	89,122
Air Force	123,643	171,878	121,983	59,216	1,660	112,662
DSA	21,479	91,821	19,636	22,525	1,843	69,296
1970 - Total	533,225	\$723,644	525,716	\$272,533	7,509	\$451,111
Army	208,251	293,031	205,310	101,855	2,941	191,196
Navy	172,084	187,303	170,344	96,903	1,740	90,400
Air Force	133,617	164,773	132,148	57,793	1,469	106,980
DSA	19,273	78,537	17,914	16,002	1,359	62,535
1971 - Total	552,403	\$795,710	544,182	\$296,517	8,221	\$499,193
Army	213,394	308,550	210,314	110,694	3,080	197,876
Navy	169,464	218,816	167,560	99,415	1,904	119,401
Air Force	147,430	202,655	145,514	66,469	1,916	136,186
DSA	22,115	65,689	20,794	19,939	1,321	45,760
1972 - Total	522,257	\$800,906	522,650	\$345,791	9,607	\$455,115
Army	221,283	330,372	223,744	133,532	3,539	196,840
Navy	188,143	213,710	185,480	119,081	2,663	94,629
Air Force	166,831	199,127	164,646	75,697	2,185	123,430
DSA	20,000	57,697	18,780	17,481	1,220	40,216
1973 - Total	635,002	\$785,160	624,933	\$366,911	10,069	\$418,249
Army	223,202	312,870	219,163	134,938	4,039	177,932
Navy	168,865	207,327	166,326	127,004	2,539	80,343
Air Force	221,483	207,159	219,225	86,401	2,258	120,758
DSA	21,452	57,804	20,219	18,568	1,233	39,236
1974 - Total	794,797	\$829,571	793,660	\$383,006	11,137	\$446,565
Army	200,657	330,066	196,393	143,971	4,264	186,095
Navy	160,082	221,076	157,248	133,059	2,834	88,017
Air Force	413,532	222,701	410,732	87,794	2,800	134,907
DSA	20,526	55,728	19,287	18,182	1,239	37,546



TABLE C (Continued)

**DOD ORDERS PLACED AGAINST GENERAL SERVICES ADMINISTRATION SUPPLY SCHEDULES  
NUMBER OF PROCUREMENT ACTIONS AND NET VALUE**

Fiscal Year	Total		Actions of \$10,000 or Less		Actions Over \$10,000	
	Number	Net Value (\$000)	Number	Net Value (\$000)	Number	Net Value (\$000)
1975 - Total	599,958	\$868,746	587,782	\$406,100	12,176	\$462,646
Army	181,379	301,390	177,141	144,023	4,238	157,367
Navy	162,633	263,892	158,900	153,425	3,733	110,467
Air Force	239,683	243,814	236,661	93,275	3,022	150,539
DSA	16,263	59,650	15,080	15,377	1,183	44,273
1976 - Total	584,300	\$929,140	571,653	\$417,518	12,647	\$511,622
Army	185,689	279,959	181,748	143,573	3,941	136,386
Navy	163,266	313,354	159,021	158,825	4,245	154,529
Air Force	220,038	271,773	216,809	98,384	3,229	173,389
DSA	15,307	64,054	14,075	16,736	1,232	47,318
1977 - Total	157,913	\$267,749	153,513	\$121,544	4,400	\$146,205
Army	52,970	83,557	51,596	41,263	1,374	42,294
Navy	43,633	90,969	42,158	45,020	1,475	45,949
Air Force	56,998	75,790	55,839	30,767	1,159	45,023
DSA	4,312	17,433	3,920	4,494	392	12,939
1977 - Total	624,380	\$1,080,578	607,881	\$461,648	16,499	\$618,930
Army	189,991	326,447	185,061	163,384	4,930	163,063
Navy	145,887	347,975	140,208	159,247	5,679	188,728
Air Force	271,035	327,016	266,715	119,283	4,320	207,733
DSA	17,467	79,140	15,897	19,734	1,570	59,406
1978 - Total	636,826	\$1,268,965	617,060	\$494,618	19,766	\$774,347
Army	179,877	350,249	174,588	166,368	5,289	183,881
Navy	142,318	385,932	135,705	161,082	6,613	224,850
Air Force	278,737	351,752	274,158	126,581	4,579	225,171
DSA	18,384	88,361	16,625	19,739	1,759	68,622
ODA	17,510	92,671	15,984	20,848	1,526	71,823
1979 - Total						
Army						
Navy						
Air Force						
DSA						

## NOTES ON COVERAGE AND GLOSSARY OF TERMS

Business Firms - Companies, individuals and partnerships organized for profit.

Civil Functions - Non-military activities such as those administered by the Army Corps of Engineers for rivers and harbors, and flood control work. Civil functions are excluded from this report.

Coverage Compared with Fiscal Reports - Amounts in this contract report are shown for the Military Department or Defense Agency that awards the prime contracts, and not the department or agency that budgets for the supplies or services. In addition, data for Army, Navy, and Air Force include prime contracts awarded on behalf of the National Aeronautics and Space Administration and other federal agencies, as well as for foreign countries whose defense purchases are bought on a cash basis. Military Assistance Program (MAP) contracts for grant aid also are included in the awarding department's figures.

This contract report does not include obligations for "in-house" work performed at military-owned-and-operated establishments, such as Navy shipyards, Army arsenals, and Air Force research laboratories, except to the extent that such establishments place contracts for supplies and services with industry or other federal agencies.

Obligations for subsistence, clothing, petroleum, and various maintenance and operating supplies are not included in the Procurement, Construction, and Research, Development, Test and Evaluation categories of fiscal reports, nor are they shown separately in such reports.

Category definitions of the contract and fiscal reports are not comparable. For example, fiscal reports provide complete costs of end items, such as aircraft and missiles, whereas contract reports for these categories exclude separately procured electronics and weapons.

Defense Logistics Agency - Defense Supply Agency (DSA) was established on January 1, 1962 to manage, procure, and distribute certain common supplies formerly the responsibility of the Army, Navy and Air Force. Name changed January 1, 1977 to Defense Logistics Agency.

Educational and Non-Profit Institutions - One located in the United States. If not located in the United States, this type of institution is included in the category, "For Work Outside U. S."

Intragovernmental Purchase - An order written by a Military Department or Defense Agency purchasing office requesting a non-defense federal agency to furnish supplies or services from its stocks, from its in-house manufacturing facilities or from contracts to be executed by the other federal agency. Prior to fiscal year 1963 and after fiscal year 1967, the term "Intragovernmental" also included orders written against indefinite quantity contracts executed by the General Services Administration (GSA schedules). Prior to 1963, also included orders written by one office of the Department of Defense against contracts awarded by another office of the Department of Defense. Effective in fiscal year 1964, contracts made for foreign governments under military assistance sales arrangements are included in intragovernmental. Beginning in fiscal year 1968, procurements from GSA Stores Depots and procurements under the GSA Consolidated Purchasing Program are excluded. Starting in fiscal year 1971 orders against contracts placed by the Small Business Administration were excluded from intragovernmental.

Location of Work - The place where the item is to be manufactured, assembled or otherwise supplied by the prime contractor, the place where the service is to be performed, or the site of a construction project.

Military Departments - The Department of the Army, Navy, Air Force and the Defense Logistics Agency.

Net Value - The net amount of debit and credit procurement actions recorded during the period.

Prime Contract Award - A legally binding instrument executed by a Military Department or an Agency of the Department of Defense to obtain supplies, services or construction. Indefinite quantity, open-end or call contracts do not legally bind the Department of Defense. However, orders against such contracts are binding obligations. Indefinite quantity petroleum contracts are excepted from this definition in that the estimated dollar amount of such contracts is included in this report, and the orders written against the contracts are excluded.

Procurement Action - An action which officially awards or changes a prime contract. This may be the award of a new prime contract, a debit or credit change of \$10,000 or more to an existing prime contract, or an order written against an indefinite quantity, open-end, or term prime contract. Changes may be amendments, job orders, task orders, work orders, supplemental agreements, engineering changes, cancellations, or terminations.

Small Business Concern - A firm as defined by the Small Business Administration in the Federal Register (Title 13, Chapter I, Part 121). The definition also is published in the Armed Services Procurement Regulation (1-701). Generally, a small business concern is one that is independently owned and operated, is not dominant in its field of operations, and with its affiliates does not employ more than a specified number of employees (usually not more than 500, 750, or 1,000) depending on the type of product called for by the contract. For construction and some service industries, the criteria is a specified annual dollar volume of sales or receipts instead of employment.

Subcontract Payment - A cash payment made by one contractor to another for supplies, services or construction required to fulfill a prime contract.

Subcontract Commitment - A legal instrument drawn up between contractors establishing the value of goods and services required to fulfill a prime contract.

United States - The 50 states, the District of Columbia, U. S. possessions, the Canal Zone, the Commonwealth of Puerto Rico, and other areas subject to the complete sovereignty of the U. S., but not including trust territories.

Percentages - May not add due to rounding.

NOTE: All DoD totals in this publication include the Civilian Health and Medical Program of the Uniformed Services (CHAMPUS), and Other Defense Agencies.

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